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**THE TIMES**  
1785-1985  
**Tomorrow**

**Down to work**  
Jeffrey Archer on the need to create real jobs

**Equal rights?**  
After 20 years, has the Race Relations Act had any effect?

**At the summit**  
David Watt in hopes of a compromise at Geneva

**On the track**  
David Bedford on why appearance fees should be disclosed

## Portfolio

The Times Portfolio daily competition prize of £2,000 was won yesterday by Mr John Lawry of Cranleigh, Surrey. Portfolio list, page 24; how to play, information service, back page. On Saturday, £22,000 can be won - £20,000 in the weekly competition and £2,000 in the daily.

## Gun battle traps 500 in Bogotá

Left wing guerrillas dressed as police occupied Colombia's Palace of Justice and opened fire with sub-machine-guns, killing two people. Up to 500 people were believed trapped in the building in the centre of Bogotá as troops and police exchanged fire with gunmen.

### Strike vote

Members of print union Sogat 82 have voted overwhelmingly to take strike action at Manchester in protest at a redundancy threat at Thomson Witherby Group.

### Cape deaths

South African police reported more deaths in Western Cape unrest, after what one witness claimed was an attack on mourners.

### Crash inquiry

British Rail and the Department of Transport yesterday launched an investigation into a collision on the London-Brighton line, which left 50 people injured.

### Phones rumpus

British Telecom price increases, the maximum allowed by law, were criticised by OfTel, the industry watchdog, which hoped future rises would be "more modest".

### Riot accusation

A contingency plan to control disorder on the Broadwater Farm estate, Tottenham, was ignored on the night of riots there, according to the Police Federation magazine.

### Karpov wins

Victory for Anatoly Karpov in the 22nd game in the world chess championship, restored his dwindling hopes of retaining the title against his challenger, Gary Kasparov.

### Skopje scotched

Dundee United reached the third round of the UEFA Cup with a 1-1 draw against Skopje in Yugoslavia.

### New attitude

Britain's undergraduates need a new attitude to careers in business and industry, says Robert Worcester, chairman of Market & Opinion Research International, in an introduction to today's General Appointments section.

**Leader page, 15**  
Letters: On TV advertising, from Sir Brian Young, and others; Channel link, from Prof N C Phillips

**Leading articles:** Queen's Speech; Parmigan; university redundancies  
**Books, page 13** Fiona MacCarthy on a romantic founder of the arts and crafts movement; Nicholas Shakespeare reviews fiction; Marcel Berlins on crime; Ruth Svingo on gardening

**Obituary, page 16:** Mr Spencer Kimball, Professor J M Wallace-Hadrill, Mr Hans Keller

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## TUC tells NUM to co-operate with coal board

By Donald Macintyre, Labour Editor

The TUC told the National Union of Mineworkers yesterday that the new breakaway Union of Democratic Mineworkers is now solidly based and has a potential for expansion.

It also said that the National Coal Board can only enter new markets if it eliminates "high cost capacity" and that TUC help in healing the breach between the NUM and the board would depend on the union's willingness to co-operate.

These warnings were contained in a confidential document circulated to the TUC's inner cabinet for its meeting with the NUM yesterday.

The 56-paragraph paper paints a startlingly frank picture of the problems facing the NUM, including what it calls the "grim background" of a declining coal market.

The document goes further than anything produced by the TUC since the beginning of the year-long coal strike in March last year in challenging some of the basic assumptions of the NUM during the dispute and in asserting that it needs "very urgently" to recover control of its funds and "the ability to use them" if it is to function effectively.

The paper, broadly accepted by the TUC's finance and general purposes committee and which formed the basis of Mr Norman Willis's calmly delivered comments to the NUM executive at yesterday's meeting, begins by saying that the "mining industry is in a state of acute crisis".

Its assessment of the new

union is that it has a solid base in Nottinghamshire. It points out that unlike the bitterly controversial breakaway union formed by George Spencer after the 1926 miners' strike, it enjoys majority support in the country.

It goes on to say that as well as attracting miners in pits such as Aggreshole, Lancashire and Daw Mill, Warwickshire, where most men worked during the strike, it also has the ability to attract other pitmen in highly productive collieries because of its commitment of high bonus earnings.

It says that pits in this category are to be found in every NCB area and they are likely to be a target for the UDM. It adds: "In these circumstances there seems to be a limited scope, if any, for a further campaign to be mounted by the NUM supported by the TUC against the new organization."

Yesterday's meeting agreed that there should be further talks between officials of the TUC and the NUM, but the paper says that before the inner cabinet considers whether there is scope for conciliation it needs to establish "whether and to what extent" the NUM executive would respond.

The paper begins by sketching a bleak picture of the coal industry's market and the very substantial loss of manpower since the beginning of the strike.

It points out that total energy consumption in 1983 was between 22 per cent and 36 per cent down on the assumptions made in the 1977 Plan for Coal

on which NCB policy is based and that the recent picture for the industry is one of "an acceleration of decline".

It also points out that by last month total manpower was down 15.7 per cent since February 1984 and that the "numerical strength of the NUM has weakened considerably".

It is bluntly critical of the NUM's "lack of full participation" in the TUC energy committee's work and in particular of its steadfast opposition to nuclear power.

It says: "Other energy unions recognize the NUM's legitimate fears about nuclear power but find it difficult to give support to the NUM's campaign to save jobs in the coal industry when the NUM is actively campaigning against jobs in other industries."

The concluding section of the paper says that the NUM faces a "stark choice". One is for an industry based on new pits and new capacity. On such a basis, it argues, the coal industry could "compete easily" with expensive nuclear power. The question for both the TUC and NUM is how to ensure that miners are "represented by a single union".

It says that the other option is a "frightening one" but nevertheless a possibility, "especially if a Conservative government were returned".

The paper says that the French are "closing their coal industry altogether" and that profitable British pits could be privatized or the coal industry run down to "negligible proportions".

Continued on page 2, col 3

## Cabinet to hit targets on spending

By David Smith, Economics Correspondent

The Cabinet will today agree to keep within existing public spending plans next year, after deals between the Treasury and spending departments. The £139 billion target for 1986-87 has, however, been arrived at only after a reduction in the reserve and a big boost to asset sales.

The Treasury has reached a compromise with Mr Kenneth Baker, the Secretary of State for the Environment, over his demand for £600 million of extra spending to improve the council housing stock next year.

A rise in the housing budget of around £250 million is expected to be approved by the Cabinet today. There are signs too that the Treasury may permit councils to plough back into the housing stock the proceeds of council flat sales.

The other main compromise is on child benefit. Mr Norman Fowler, the Secretary of State for Social Services, has fought off Treasury demands for a freeze. The increases, which bring child benefit up to £7 this month, will be less than the rate of inflation over the next three years.

The Chancellor's autumn statement, next Tuesday, will contain big changes in projected asset sales and the reserve.

City estimates suggest that state sell-offs next year, including the first tranche of British Gas, British Airways and the third payment on British Telecom shares, could add up to £5 billion, compared with existing plans for asset sales of just £2.2 billion.

Next week's statement is likely to be cautious but will include an asset sales target of at least £4 billion.

### Legion toll rises

An additional three cases of Legionnaire's disease, all linked with the three-year-old £50 million phase one building of Glasgow Royal Infirmary, were confirmed yesterday, bringing the total to eight.

**By Stewart Tendler**  
Crime Reporter

An intensive police inquiry stretching from London to the West Country began yesterday after the murder of a prostitute, the abduction of a woman on the M4 motorway and a series of rapes.

Although the police will not say whether they believe the incidents were committed by one man, a Scotland Yard spokesman said that there were sufficient similarities to justify a joint investigation under a coordinating senior officer.

The operation was announced after a meeting in South London of senior detectives from the Yard, Wiltshire and Surrey. The coordinating

## Jaruzelski resigns as Polish premier

From Roger Boyes, Warsaw

Prime Minister since February 1981. He retains the main power in a Communist state, that of Party Chief. Yesterday he was also elected Chairman of the Council of State, a kind of collective presidency which means that he will be the effective head of state. Parliament will consider a draft law creating the role of presidency and it is assumed that the General will take over this position.

Wearing civilian clothes and reading stiffly from notes, the General told the inaugural session of the Polish Parliament that his choice as successor was Professor Zbigniew Messner, aged 56, the Deputy Premier and Politburo member. Professor Messner, an economist, effectively runs the Cabinet in the General's absence and is his close ally.

After initial confusion when the electronic voting system made it seem as if three deputies had voted against Professor Messner, he was unanimously declared chairman of the Council of Ministers, or Prime Minister. Professor Messner, who did not seem very surprised, stood to acknowledge the vote, though with some difficulty as he wears a plastic brace since breaking his back a year ago.

General Jaruzelski had been

## Yurchenko prepares for return to Russia

From Michael Binyon, Washington

Mr Vitaly Yurchenko, the KGB agent, was last night preparing to return to the Soviet Union after satisfying United States authorities that he was doing so voluntarily and without coercion.

President Reagan said yesterday he was perplexed by the actions of three Soviet men who apparently took refuge with United States officials and then changed their minds. "You can't rule out that this might have been a deliberate ploy, a manoeuvre."

At the same time, "You just have to accept that we did our best" in giving the men, including Mr Yurchenko, a chance to stay in the United States.

The other men are Miroslav

## Parliament opens to clash on order Bill



The Queen arriving at the House of Lords yesterday

## Drive on crime at heart of Tory programme

By Julian Haviland, Political Editor

Notice of fresh sales of state assets, a promise of more cuts in income tax, and an angry dispute between Government and Opposition over responsibility for crime, marked the opening day of the new Session of Parliament yesterday.

The legislation may prove both the most important and the most contentious will be contained in the Public Order Bill, which will strengthen police powers to deal with riots, unlawful assemblies and demonstrations, and make stricter the offence of incitement to racial hatred.

The main provisions are causing the Opposition parties concern, while the incitement clauses seem likely to arouse the hostility of the Conservative right wing.

When the Commons met to debate the Government's programme, outlined in the Queen's Speech at the State Opening, Mr Neil Kinnock tried to take the high ground before the coming battle over law and order.

Unemployment and poverty were not the sole causes of crime, and were no excuse for it, he said. But no rational person could believe that the 40 per cent rise in crime in six years of Conservative government, at the same time as the rise in unemployment, was coincidental.

The Prime Minister, who failed to command the attention of the House for much of her speech, roused the Conservatives in her closing passage when she said that Labour was trying to have it both ways.

A party leadership which stands by while sections of their party undermine the police cannot be taken seriously when they talk of support for the law", Mrs Thatcher said. Labour professed support for the police while its conference passed anti-police motions and cheered descriptions of the police as the enemy. She added that Mr Kinnock, while condemning the words of the leader of Harrogate council about the police, continued to endorse him as a parliamentary candidate.

The economic core of the employment by more privatization and deregulation and the enhanced competition and therefore efficiency which the believes must follow.

British Gas and the British Airports Authority are the most prominent bits of the public sector up for sale. The Gas Bill, which Labour will fight, will give gas consumers and small investors special chances to buy shares on flotation.

The most surprising piece of deregulation will be the Shops Bill, which the churches and the shopworkers' unions dislike but the big retailers welcome, to remove restrictions on Sunday and other opening hours.

Four main types of trouble have prompted Government measures on public order. The first has been the violent outcome of public assemblies, including pickets.

Under the new measures, the police would be able to impose conditions on their location, numbers and duration. Police decisions to impose conditions on demonstrations would be open to challenge in the courts.

Football trouble would be tackled by the imposition of conditions on "assembly".

On riots, the Government believes that the common law offences of riot, rout, unlawful assembly and affray should be replaced by statutory offences.

The offence of riot, which would carry a maximum penalty of 10 years' imprisonment and a fine, would be reserved for very serious cases.

The fourth kind of trouble involves racial hatred. The Government has decided that the present offence of incitement to racial hatred should be recast to penalize conduct which is either likely to stir up racial hatred or is intended to do so.

The drive against drugs by Government, police and customs officers will be increased by measures allowing the seizure of millions of pounds made by traffickers.

Ministers expect trouble from many Tory backbenchers over this measure, and they are risking more indignation by introducing it in the House of Lords where the bishops will lead the charge against it. Mrs Thatcher said in the Commons yesterday in her most ringing tones that the present law was indefensible and that it was right to give people the choice.

A Bill popular with all Tories, also put forward in the name of freedom, will help bring private capital into decaying council estates, and help tenants of council flats to buy them.

A third major Bill from the Home Office will stamp heavily on drug pushers, creating a new offence of handling the proceeds of trafficking, and creating a

On page 4

The main Bills: Law and order: strengthening police powers on public order, along with new offence of disorderly conduct; confiscation of drug trafficking proceeds.

Privatization: sale of British Gas; Atomic Energy Authority to be given greater financial independence; commercial management of Royal Naval dockyards; sale of public sector flats to tenants; introduction of private capital into British Airports Authority.

Deregulation: removal of restrictions on Sunday trading; reform of wages councils; wider private management of council estates.

Social security: reform of pensions, housing benefit, supplementary benefit.

Financial services: new regulatory framework for the City; widening the services offered by building societies.

Education: teacher appraisal by local authorities.

Home affairs: tighter controls on the use of live animals in scientific experiments.

Parliament

Leading article

Kenneth Fleet

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presumption in law that anyone convicted of trafficking had derived all his assets from that source. The Social Security Bill will implement the reviews of benefits and pensions.

Mr Kinnock's speech yesterday was one of his most effective parliamentary efforts, polished with giving way to severe criticism. He complained that the Government's programme offered nothing to help the economy and employment.

Mrs Thatcher replied that, whatever the problems, Mr Kinnock had no solution. Labour's pledges of extra expenditure, made since Mr Kinnock had become leader, were the most reckless policies ever made.

# N.B. NOW! IS! 1985

**FINAL REMINDER**  
If you missed The Times' revealing survey of Swindon, you can still get a reprint - but hurry. Contact: Douglas Smith, Industrial Adviser, Civic Offices, Swindon. Tel (0793) 26161 or telex 444449.



# Telecom 'upper limit' price rises attacked by watchdog

By Jeremy Warner, Business Correspondent

British Telecom was criticized yesterday by the Office of Telecommunications (OfTel), the watchdog organization for increasing its prices by the maximum allowed under the law.

Professor Bryan Carsberg, OfTel's Director General, said in a BBC radio interview that he hoped in future BT would make more modest increases "in its own commercial interests".

He said that some of the benefits of increased efficiency at British Telecom were already being passed on to the consumer, but he expected prices to reflect cost savings "more fully in future".

Price increases announced last month, two weeks after the company had disclosed a 39 per cent increase in profits for the first quarter to £443 million, were described by the consumer group, Telecommunications Users' Association, as a gross abuse of monopoly power.

## Anguish in wake of Ptarmigan defeat

By Rodney Cowton, Defence Correspondent

There was private anguish and public silence in London yesterday in government and industrial circles over the failure to win the £3 billion contract to supply a new battlefield communications system to the United States Army.

This came after the announcement on Tuesday by the Pentagon that the contract was to be placed with a consortium led by the American GTE Corporation and the French company, Thomson CSF, for the RTA system which is in service with the French Army.

Most attention was focused on the fact that the defeated bid by the Rockwell Corporation and the Plessey company with the British Ptarmigan system had been \$3 billion (£2 billion) higher in cost than the winning bid.

Having expressed disappointment at the American decision on Tuesday, Plessey would say only that until details of both bids were available it would not be in a position to make any further comment.

It was, however, said that Rockwell as prime contractor was responsible for the design of the system, which had been agreed with the United States Army.

As is normal American practice, both the winning and losing consortia are expected to be fully briefed on the factors that led to the decision.

There was some suggestion in London that in judging the two bids the US Army had not been comparing like with like, and that Rockwell and Plessey might have been given different specifications from those given to GTE and Thomson CSF.

In Government circles, incredulity was expressed at the size of the price differential which had been disclosed in the Pentagon's announcement.

It had been thought recently that there might be a price disadvantage of up to 20 per cent to overcome, but certainly not anything like the 70 per cent the Pentagon disclosed.

It is not clear whether Mrs Thatcher, when she interceded with President Reagan in support of the Ptarmigan system, had any realization that the price difference was very large.

Some sources doubted that she would have intervened, at least in the way she did, if she had known how big the gap was.

Mr Michael Heseltine, Secretary of State for Defence, who is on a visit to Malaysia, declined to comment yesterday on the Ptarmigan deal (Alan Hamilton writes from Kuala Lumpur).

He let it be known, however, that he was deeply disappointed.

Senior Ministry of Defence officials travelling with Mr Heseltine are puzzled and annoyed that the British bid so singularly failed to match the French package.

While France is delighted that the United States has finally chosen RTA, it is never really doubted that it would get the contract.

M. Paul Quilès, the defence minister, said that Mr Caspar Weinberger, his American opposite number, had assured him that the French system had been chosen not only because it was cheaper, but also better.

Leading article, page 15



MV Communicator (front) under escort yesterday by the Department of Trade and Industry's ship Gardline Tracker.

## Disabled pirate radio ship gives up

The captain of a private radio ship last night asked for police protection as the vessel limped into Harwich, Essex, with a total electrical failure.

Laser 558, one of two pirate stations operating from the Knock Deep channel 17 miles off the Essex coast, had gone off the air earlier yesterday after the ship's main generator blew up.

The ship, the MV Communicator, sent out a distress call by Citizen's band radio because its own was out of action.

Offers of help from a Department of Trade and Industry ship, Gardline Tracker, which was blockading the pirate ships to prevent supplies from being delivered, were refused at first.

Then, when it was realized the pop ship was in danger of sinking in a Force Nine gale, the skipper asked the DTT ship to assist.

Crew members and Laser staff were said to be on the brink of quitting the 433-on-ship over pay and conditions. Disc jockeys and technicians claimed they had not been paid for months and promises of fresh food supplies from Spain had failed to materialize.

The ship was in danger of sinking in a Force Nine gale, the skipper asked the DTT ship to assist.

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## Prospect of early end to schools dispute

By Lucy Hodges, Education Correspondent

Hopes for an end to the teachers' pay dispute improved again yesterday when the second biggest union, the National Association of Schoolmasters/Union of Women Teachers, told its members it would go for a negotiated interim settlement "to be put to a ballot of all members".

With the help of the other smaller unions, the NAS/UWT is now able to decide the course of the nine-month-old dispute because the National Union of Teachers no longer has a majority on the Burnham negotiating committee.

At the first meeting of the reconstituted teachers' panel on Monday, the unions are expected to call on the employers to resuscitate their 6.9 per cent offer, staged so that teachers receive 7.5 per cent next March.

They aim to put pressure on the local authorities to improve the 7.5 per cent end-of-year figure.

Mr Fred Smithies, general secretary of the NAS/UWT, said in a report to his 127,000 members yesterday that his priority was to get more money for teachers, and that meant a return to negotiations. "We owe it to teachers," he said, "still struggling along on 1984 salaries, to get the best deal we can for 1985."

This deal would be interim only, he emphasized. After it was struck, the union intended to begin talks on new salary structure packages, his pay claim for 1986-87 has already been formulated but will not be divulged before next Monday.

The claim will be the subject of a special salary conference on January 18.

Members of the NAS/UWT will not only be voting on a settlement, but on whether industrial action should continue.

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## 140 lifted to safety off rig in North Sea

By Ronald Faux

Engineers were yesterday trying to relocate three anchors that slipped in storm force winds on Tuesday night and necessitated an emergency air-lift of 140 crew from the supporting Tharos in the North Sea.

The rig under contract to BP Petroleum Development in BP's Forties Field, was yesterday under control and expected to move to sheltered water some time today.

The precautionary evacuation to neighbouring platforms in the Forties Field of all but a skeleton crew from the Tharos was made smoothly and without injury in the fierce winds.

Two RAF helicopters from Lossiemouth, a British Caledonian helicopter from Aberdeen and a coast guard helicopter based in Kirkwall carried out the operation.

Captain Andre Beckett and Senior First Officer Ian Marjan, flying the British Caledonian Bell helicopter, said at Aberdeen airport yesterday that the winds were 10 mph above the normal operational maximum.

When the aircraft touched down on the helicopter pad, a rope was fixed between the helicopter and the stairwell of the rig to allow the crew to pull themselves across the deck in the face of the strong winds. Conditions were among the worst they have seen.

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The rig under contract to BP Petroleum Development in BP's Forties Field, was yesterday under control and expected to move to sheltered water some time today.

The precautionary evacuation to neighbouring platforms in the Forties Field of all but a skeleton crew from the Tharos was made smoothly and without injury in the fierce winds.

Two RAF helicopters from Lossiemouth, a British Caledonian helicopter from Aberdeen and a coast guard helicopter based in Kirkwall carried out the operation.

## Mother's appeal dismissed

Miss Dionne Hickling, aged 18, yesterday lost the latest round in her fight to be reunited with her daughter, Jessica, aged 11 months.

The Court of Appeal in London dismissed her appeal against a High Court judge's refusal to order the Home Secretary to allow her to return to an open prison where she had been living with her daughter.

Miss Hickling, who is serving 12 months' youth custody for deception, was moved from Askham Grange open prison, near York - one of only three institutions with a mother-and-baby unit - to the Bullwood Hall Youth Custody Centre, in Essex, on July 24 because of her disruptive behaviour. The baby was placed in the care of York social services.

Lord Justice Eveleigh, who sat with Lord Justice O'Connor and Lord Justice Glidwell, said that Mr John Hunter, the governor of Askham Grange, had tried without success to persuade her to control her "intolerable" behaviour and had treated her "with considerable compassion".

The judges refused Miss Hickling leave to appeal to the House of Lords against yesterday's decision. Her case was supported by the National Council for Civil Liberties, which said later that a petition would be lodged at the House of Lords for leave to appeal.

Law Report, page 25

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Law Report, page 25

## Big Tory loss in local by-elections

By Richard Evans, Lobby Reporter

The Conservatives suffered another series of thumping defeats in local council by-elections last month, losing more than half of the seats they defended.

What makes the result even more disappointing for the party is the absence of any improvement in electoral support at local level since the Conservative conference at Blackpool, in spite of favourable national opinion polls.

But the survey of October town hall by-elections, published in this week's *New Statesman*, will boost the SDP, which normally contests less favourable territory compared with its Liberal partners, held on to one seat, was defending and made nine gains.

Labour Party fortunes also improved, particularly in the early part of the month after Mr Neil Kinnock's performance at the party conference.

The voting figures for the 39 seats where the three main parties put up candidates show Conservatives gained the largest share of votes, but that is partly due to there having been an excessive number of by-elections in Conservative areas.

The Conservatives polled 27,398 of the votes, or 36.0 per cent; the Alliance 26,974, or 34.4 per cent; Labour 20,560, or 26.1 per cent; and others 1,871, or 1.5 per cent.

LOCAL BY-ELECTION RESULTS

Con 30 16 0 14  
Lab 16 4 7 19  
All 8 1 8 13  
SDP 6 1 9 10  
Others 4 3 0 7

Con 30 16 0 14  
Lab 16 4 7 19  
All 8 1 8 13  
SDP 6 1 9 10  
Others 4 3 0 7

Con 30 16 0 14  
Lab 16 4 7 19  
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SDP 6 1 9 10  
Others 4 3 0 7

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Lab 16 4 7 19  
All 8 1 8 13  
SDP 6 1 9 10  
Others 4 3 0 7

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All 8 1 8 13  
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Others 4 3 0 7

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Others 4 3 0 7



## Crash inquiry

## 50 injured as two trains collide near new £130m signalling centre

By Michael Horsnell and Michael Bailey

British Rail and the Department of Transport were trying last night to establish the cause of a collision between two trains on the main line between London and Brighton, near a £130 million signalling centre opened in January.

Southern Region of British Rail said that there had been no signal failure, which leaves three possible causes of the accident: brake failure on one of the trains, and error by one of the drivers or an error by a signaller.

About 50 people were treated in hospital after the collision and 13 were detained last night with head, neck and leg injuries. The drivers of both trains were treated for shock.

The accident occurred at Croydon Junction, about a mile from Haywards Heath, West Sussex.

Both trains, the 1am from Victoria to Brighton and the 1.35am on the reverse journey, were travelling at 15mph on a straight length of track on the same London-bound line.

It is believed that the two drivers realized they were heading for a collision but braked, although there is a question mark about the efficiency of the braking system on one of the trains, which is also to be examined by investigators.

Experts conducting the inquiry were concentrating their attention on the new signalling centre at Three Bridges nearby, which has replaced 110 signal boxes along 280 miles of track on Southern Region and which covers 564 points and 715 signals. They want to know why the new signalling system had not prevented the crash.

Driver error appears to have been unlikely. Each train has an automatic alarm set off by magnets in the track if a train goes through a red light and the train brakes automatically if the alarm is not cancelled.

A near-normal service was being run yesterday after British Rail had towed away the two trains, neither of which had been derailed. Some of the carriages in the four-coach trains were slightly buckled.

Many of the total of 65 passengers involved were on the Brighton to Victoria train after attending a Guy Fawkes celebration at Lewes.

Rescuers, who used emergency lighting, were hampered by the inaccessibility of the crash scene.

The emergency services, which included six ambulances, were forced to carry stretchers 600 yards across fields and through the garden of a cottage to a sleep embankment above

the scene. Passengers waited for more than an hour in darkness to be rescued.

They were taken to Cuckfield Hospital, designated as an emergency accident hospital, where teams of medical and nursing staff were on stand-by.

Those detained, two of whom were children, included nine with head or neck injuries and two with broken legs. Several people were also treated for facial injuries. Those with head injuries underwent two-hourly neurological checks but none were said to be in a serious condition.

Nineteen people who escaped injury were taken to Haywards Heath police station and then home by taxi.

The injuries were caused by passengers being thrown from their seats in carriages which were littered with broken glass upon impact.

Mr Alan Place, the hospital administrator, said: "There was a delay in getting to the scene because ambulances couldn't get there. We had a constant stream of injured people for about two hours."

"Fortunately, the speed of the impact wasn't as great as it might have been because I understand the drivers had time to brake. That meant we were incredibly lucky and the nature of the injuries wasn't more serious."

The two injured children, Mark Packham, aged nine, and his sister, Tracey, aged seven, received head injuries but were said to be "comfortable" last night.

They had caught the train at Gatwick airport to return home to Brighton after returning with their parents from a two-week holiday at Disney World in the United States.



Ghassy Khan, aged six, after the first of a number of operations at Alder Hey Hospital, Liverpool, to his hands, maimed by his mother in Sierra Leone. With him are Dr Bernard Tate and his wife, Barbara, who launched an appeal fund to pay for his treatment.

## TV comedian's wife wins court eviction order

The wife of Ronnie Corbett, genuine, warm-hearted and generous person, won a three-day legal battle yesterday to evict her former best friend from a south London flat she owns.

In a final gesture she agreed to let Anna Maries aged 45, a single mother, stay in the flat rent-free for a further six months.

Mrs Anne Corbett, aged 52, was described by Judge Vick at the hearing at Wandsworth County Court as "a very

## Staff of Laura Ashley to get £1.25m share gift

By Alison Eadie

Staff of Laura Ashley, the international clothes-to-wall-paper retail group, are to be given a £1.25 million donation of shares by the Ashley family when the company is floated on the stock market later this month.

Staff will be able to choose between different schemes: a gift of £50 shares; a matching offer of free shares for each share bought within the limits available to staff; and a share save offer, which involves

## Drug users show high rate of Aids infection

By Thomson Prentice Science Correspondent

Aids among drug abusers in Britain may be much more prevalent than has been suspected, according to new evidence.

A survey of more than 100 intravenous drug users in Edinburgh has shown that 38 per cent of them were infected with the Aids virus, about 25 times the national average.

The results have surprised the scientists who carried out the research, and may cause some concern at the Department of Health. The evidence is broadcast tonight by Thames Television's TV Eye programme.

In the programme, Dr John Pebody said: "I would have expected 5 or 6 per cent at the very outside might have been infected, although even that would have been greater than the published national figures". He and colleagues at Edinburgh University's medical microbiology unit had "checked and double checked" the results.

Only two intravenous drug users are known to have contracted Aids (acquired immune deficiency syndrome) in Britain, the second only last month.

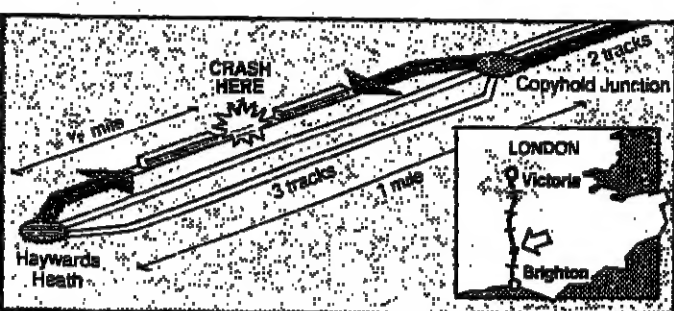
Top doctors' dilemma, page 12

## Murder charge

A Greek national, Georgios Farmakopoulos, aged 33, yesterday became the second person to be sent for trial at Norwich Crown Court accused of murdering Mrs Doreen Smith, aged 53, a postmistress at Thriplow, Cambridgeshire, last year.

## Welsh warning

A new cigarette brand, Graig Superkings, has gone on sale in Wales with government health warnings in Welsh and English on the pack.



## Demolishers must rebuild listed hall

A High Court judge ruled yesterday that contractors who mistakenly demolished an historic listed building in the West Midlands should meet the full costs, likely to be £200,000, of restoring it to its former state.

Monkspath Hall, an eighteenth-century farmhouse and a grade two listed building in Shirley, was knocked down in November 1980. The contractors had been told to demolish farm buildings on the opposite side of the road.

Mr Justice McNeill, at Birmingham High Court, gave judgement in favour of Solihull Borough Council against D. Doyle Contractors (Birmingham) and Mr Patrick Keenan, a director who drove the bulldozers.

The defendants, who must also pay the costs of the hearing, must pay for the rebuilding, the preservation of still-intact parts of the hall, and the professional

fees involved. An official referee will adjudicate on the overall level of damages if there is no agreement within three months.

The council had sought a declaration that the defendants were liable for the complete costs of rebuilding. The judge said he agreed with the local authority's view that the hall was "a distinctive point" in a buffer zone between residential and industrial development.

The defendants admitted negligence but claimed during the hearing that it was pointless to rebuild the hall when the land was worth more for speculative building.

The judge, rejecting that claim, said the hall was distinctive and was historic in that it had been there for 200 years. The hall had been put up for auction for residential purposes before it was demolished.

## Record new car sales this year

By Our Motoring Correspondent

New car sales in the first 10 months of this year were the highest ever and it now seems certain that 1985 sales will reach 1.8 million cars, beating 1983's record of 1.79 million.

Registration details released by the Society of Motor Manufacturers and Traders yesterday showed that October sales of 1,633,338 for the year to date compared with 1,563,860 for the same period last year.

Ford maintained its sales leadership in October with 23.6 per cent, followed by Austin Rover with 19.1 per cent and General Motors with 16.1 per cent.

October top ten cars: 1. Escort, 2. Cavalier, 3. Metro, 4. Fiesta, 5. Astra, 6. Sierra, 7. Montego, 8. Maestro, 9. Rover 200, 10. Orion.

## Invisible inks to foil counterfeiters

A development that could defeat the activities of forgers and dealers in counterfeit goods, estimated to cost thousands of jobs in Britain alone, has been disclosed to The Times.

Scientists at the University of Wales Institute of Science and Technology, with the aid of an anonymous company, have formulated special invisible inks to label goods.

Professor Harry Heller, from the institute, claims that the number of different additives used in making the inks enabled an infinite variety of effects, which renders the tasks of duplicating almost impossible. Special Report pages 17-20.

## BA to recruit women in revived pilot training

By Our Transport Editor

Women will be recruited to become British Airways' pilots with the prospect of becoming flight captains after the airline resumed pilot training yesterday.

Introducing a new career booklet, Lord King, chairman of British Airways said he was delighted to resume recruitment in a career "long the height of ambition for many young men and women".

British Airways halted pilot recruiting in the 1970s through slump and retrenchment. Although it has never had a woman pilot, one started training several years ago. The career is now very much open to both sexes, the airline said.

British Airways employs about 2,000 pilots, who are highly regarded and often take well-paid jobs with foreign airlines.

Pay rates range from £9,000 to £30,000 a year, with a few senior pilots earning up to £50,000.

After two years' training, recruits progress to small twins on domestic and European routes, and to big jets on international routes after about five years.

Applicants must be aged under 23, be physically fit, have good sight and hearing, with at least five O levels and two A levels.

## Industrial action threat

## Bitterness over top radio pay

By David Hewson Arts Correspondent

Commercial radio stations face a campaign of industrial action over pay in a dispute which has hardened with the publication of the salaries of the stations' managing directors.

The Broadcasting and Entertainment Trades Alliance, one of the unions involved in the claim for a "substantial" increase on present rates, has published the table of salaries from company accounts.

It shows that between 1983 and 1984 managing directors' salaries rose by an average of 18.7 per cent. The lowest increase was 5.4 per cent to the managing director of Radio Hallam in Sheffield, which took the salary for the post from £55,009 to £57,995, second only to that paid by London's Capital Radio.

According to BETA, the rise was worth £2,986, while the radio stations are now offering staff 4.5 per cent over 16 months, worth £297. "The unions are not being greedy", a BETA circular says. "We would settle for an increase that was around the rate of inflation."

Station	1983	1984	% change
Pennine Radio	£20,771	£24,630	+18.6
Capital Radio	£20,000	£26,000	+30
Downbeat Radio	£41,781	£53,974	+29.2
Essex Radio	£31,844	£34,185	+7.4
Heartbeat Radio	£22,000	£24,375	+10.8
LBC	£22,920	£27,175	+18.6
Metro Radio	£25,413	£28,880	+13.5
Radio City	£23,825	£28,225	+18.5
Radio Clyde	£23,928	£28,728	+20.2
Radio Forth	£25,320	£27,911	+10.1
Radio Hallam	£55,009	£57,995	+5.4
Radio Tay	£18,213	£23,174	+27.2
Radio Trent	£26,084	£28,836	+10.5
Radio Victoria	£22,603	£25,973	+15.0
Red Rose	£32,801	£38,881	+18.6
Radio Tees	£21,750	£25,400	+16.8
Swarsea	£28,864	£46,069	+58.0
Sound	£24,000	£27,586	+14.9
Beacon Radio	£35,833	£41,862	+16.8
BRMB			

The dispute, which relates to a pay claim dating back to last July, has become increasingly bitter in recent weeks. After a ballot, BETA members have voted to join the strike, but the NUJ and the ACTT have decided to support the action without a vote, prompting threats of legal action from the employers.

The radio stations have also

Range 0, -250.50, 0, -250.50; Cls: De  
s: 0.5; "VELOCITY"  
="0.5"; "ANGLE"=?  
+A: 0.5; .2; T: Lb1  
1: Xcos A Xs: X: Ux  
sin A Xs: -9.8 Xs: 2  
+H: Y: S: T: S: Plot

Programme test

Standard deviation

Hysteresis loop

Composite wave form

Quartic curve

Sine curve

Composite wave (Fourier)

Points of intersection

Circle and points of tangency

## The world's first graphic display programmable scientific calculator.

Casio's new fx7000G calculator.

It's unique!

It's the only calculator that can draw graphs, instantly providing a visual representation of formulae and calculations as a graphic display on its large clear screen. But that's just the start.

Lengthy calculations, formulae and programmes can also be displayed in full - up to 8 lines of 16 characters. And it's simple to change a single figure or element anywhere in the display to see how that alters the result.

Formulae can be recalled for repeat or revision, too. The fx7000G has 26 memories, expandable to 78, making it especially convenient for statistical analysis. And it is flexibly programmable for a whole range of applications in specialist fields, with up to 422 programme steps.

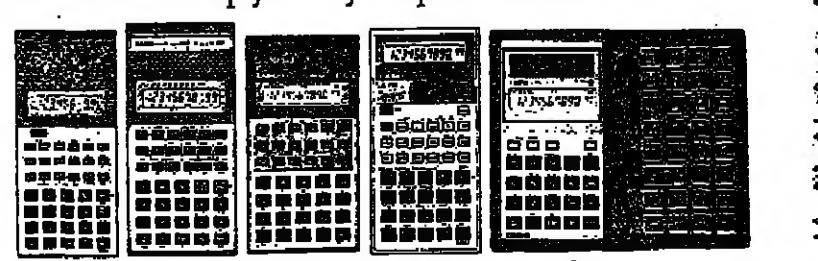
In fact, without needing computer knowledge - or paying computer prices - the fx7000G provides many of the benefits you'd otherwise find only on a computer.

Yet it's a true scientific calculator with no less than

82 essential scientific functions.

More than that, it is far and away the most advanced machine of its kind. Designed by Casio, world leaders in calculator technology and makers of Britain's biggest selling range of calculators.

The remarkable Casio fx7000G is priced at just £79.95 (RRP inc. VAT). Your Casio dealer can demonstrate how much it can help you in your professional work.



CASIO

Casio fx82A: 38 scientific functions. £11.95 (RRP inc. VAT). Casio fx100: 42 scientific functions. £14.95 (RRP inc. VAT). Casio fx115: 67 scientific functions. Solar powered. £17.95 (RRP inc. VAT). Casio fx570: 79 scientific functions. £17.95 (RRP inc. VAT). Casio fx51: 98 scientific functions. 16 metric conversions. Solar powered. £22.95 (RRP inc. VAT). Available at most U.K. High Street Stores and Calculator Specialists Internationally.



## PARLIAMENT NOVEMBER 6 1985

## Rating reform • Sunday trading

## British Gas sell-off likely to raise £10bn

## Government aims: new jobs and tax cuts

## QUEEN'S SPEECH

A heavy programme of legislation was outlined in the Queen's Speech read by her Majesty at the opening of the new session of Parliament.

The Speech was as follows: My lords and members of the House of Commons.

I look forward with great pleasure to receiving his Highness the Amir of Qatar, their Majesties the King and Queen of Spain and the President of the Federal Republic of Germany and President von Weizsäcker on state visits during the next 12 months.

I also look forward to paying a state visit to Nepal in February, followed by visits to New Zealand and Australia and to paying a state visit to China and visiting Hong Kong in October.

My Government continue to attach the highest importance to the maintenance of national security and the preservation of peace with freedom and justice.

We will continue to play a full and active part in the Atlantic Alliance and to enhance the United Kingdom's own defence. They will make vigorous efforts to combat international terrorism.

My Government will continue to work for progress in arms control and disarmament negotiations and for greater co-operation and trust between East and West.

My Government welcome the accession of Spain and Portugal to the European Community and will introduce the necessary legislation.

Within the Community, they will work for improved decision taking, strengthened co-operation on foreign policy, early completion of the common market, improvements in world trade rules and reform of the common agricultural policy.

While honouring their undertakings to the Falkland Islands, my Government will continue to seek more normal relations with Argentina. They will also continue to discharge their obligations to the people of Hong Kong and will propose amendments to implement the nationality arrangements arising from the Sino-British joint declaration.

My Government will work for peaceful and fundamental change in South Africa with the European Community and the Commonwealth for the restoration of peace and stability in Lebanon and for solutions to the conflict between Iraq and Iran and the Arab-Israeli dispute. They will seek to restore an independent and non-aligned Afghanistan. They will support United Nations efforts for a settlement in Cyprus, and those of the Contadora Group to resolve the tensions in Central America.

My Government will give full support to the Commonwealth and play a constructive role at the United Nations. They will continue to play a substantial role in the relief of famine and of other disasters and encourage investment in developing countries.

Members of the House of Commons will be asked to pass the Bill for the public service to be laid before you.

My Lords and Members of the House of Commons, within the framework of firm monetary and fiscal policies designed to secure a continuing reduction in inflation, my Government will do all in their power to encourage the growth of new jobs. Firm control of public expenditure will be maintained, with a view to diminishing its share of overall national output and facilitating further reductions in the burden of income tax.

My Government will pursue vigorously their programme of privatisation, as a means both of improving the efficiency of the industries concerned, and of encouraging wider share ownership.

Measures will be introduced to permit the transfer of the assets of the British Gas Corporation to the private sector and to enable the Atomic Energy Authority to operate as a trading fund from April 1, 1986, with a capital structure and borrowing powers.

A Bill will be proposed to introduce private capital into the British Airways Authority, to require larger local authority airports to be formed into companies, and to regulate certain airport activities.

My Government will bring forward legislation to introduce commercial management to my Naval Dockyards, as a significant contribution to encouraging a commercial approach and securing value for money in spending on defence.

Legislation will be introduced to facilitate funding by the industry of agricultural research and related services and to implement European Community arrangements to protect areas of particular environmental sensitivity.

Measures will be introduced to establish a new regulatory framework for the financial services sector, which will enhance its efficiency and competitiveness whilst providing greater safeguards for the interests of investors and to modernize and liberalize the law governing building societies.

Measures will be brought forward to reform the operation of wages councils, to make provisions concerning the payment of wages and to amend the law on sex discrimination in employment.

Legislation will be introduced to encourage the sale of public sector flats to their tenants and wider private sector involvement in the ownership and management of council housing, and to improve the planning system.

For Scotland, Bills will be introduced to extend the right of public sector tenants and to facilitate the private ownership of public sector housing stock, to improve local aid arrangements, and to modify and extend the management of the structure of salmon fisheries, including further measures to combat illegal salmon fishing throughout Great Britain.

In Northern Ireland my Government will continue to support the security forces in enforcing the law and in working for the eradication of terrorism. They will seek widely acceptable arrangements for the devolution of power. They will seek to improve further their co-operation with the Government of the Irish Republic. Renewed efforts will be made to create and sustain employment, particularly by the encouragement of the private sector.

Legislation will be introduced for England and Wales to improve the management of schools and to promote the professional effectiveness of teachers.

## PM totos up cost of Labour pledges

## THATCHER

Leadership of a Labour Party which stood by while sections of their party undermined the police could not be taken seriously when they talked of support for the law, Mrs Thatcher, the Prime Minister, said during debate on the Queen's Speech setting out the new session's legislative programme.

It was not good enough, she said, for Opposition to profess support for the police while their conference was passing anti-police motions and cheering to the echo descriptions of the police as "the enemy".

She said the Labour leadership stood up for the law or they did not; they could not have it both ways. The Government rested firmly on respect for the rule of law.

She said the Queen's Speech continued the Government's reforming approach. The Government totally and utterly rejected a policy of inflation down Labour wanted it up.

Responding to heckling from the Opposition benches, she said: How they have succeeded? Poverty? The sort of riots you get in socialist areas, that is what suits them. Where you find Labour local authorities, there you find poverty.

Mrs Thatcher said that whatever the problems, Mr Kinnock certainly had no solutions for them. He said that the economy was shrinking. The fact was that production was at an all-time high, and so was investment.

The number of renovation grants paid in the private sector under this Government had averaged 150,000, while under Labour it had been fewer than 100,000, and the Government had a million more houses and flats in the dwelling stock than Labour.

Labour government had introduced a new law, the Housing Act, which would increase the number of council houses and flats in the dwelling stock.

The firm control of public expenditure mentioned in the Queen's Speech was not for Mr Kinnock, she understood, but it was critical to confidence in any government.

His universal remedy was more spending, more taxation and more borrowing. Interest rates would be infinitely higher.

Since Mr Kinnock became Labour leader, Labour had pledged to increase spending on transport and education, but it was on unemployment and training measures by £9 billion, on local

government by £9 billion, on social security by £1 billion, on housing and health by £17 billion. Only a fortnight ago Labour had promised to double the aid programme.

They were the most reckless promises ever made.

Labour spending plans would require savings increases in taxation (she said), and not just on those earning £20,000 a year whom Mr Roy Hattersley, Labour Treasury spokesman, dismisses so contemptuously as rich.

It would also mean more tax for the primary school head teacher earning £200 a week who already paid £80 in taxes and contributions; more tax for the nurse earning £140 a week and paying £40, and for the £18 a week metal worker already paying £52.

They said that socialism was founded to help the working man keep the fruits of his labour, but today's socialists wanted to take more while conservatives who believed people had a right to keep more of their own earnings.

Labour's policies would inevitably, or by design, lead to a return of rapid inflation, Mr Kinnock called it. It was a deliberate policy to put up prices faster all round to the housewife and the businessman and to slash the value of savings to the pensioner and everyone who saved. Higher inflation would be followed by higher unemployment.

As a result of content and sound Government financial policies this would be the fifth year of uninterrupted economic growth at an average of 3 per cent a year. This was the first time since the war that Britain had had such a long period of growth coupled with balance of payments surpluses and low inflation.

The Government had done more to train young people than any other in history. The million trainees would enter the Government's youth training scheme before Christmas.

Legislation would be introduced to reform wages councils to enable employers to offer wage rates which they could afford and which young people could accept.

The measures already taken had led to a rapid increase in the number of new jobs - 675,000 in the last two years, or more than any other in the European Community. New jobs had been created at a faster rate in Britain over the last two years than at any time since 1973.

The wealth-creators were the job-creators and all economic policies must be designed as a spur to the wealth-creators. Those who set out to penalise wealth-creators by punitive taxation or too much red tape were really penalising those who were looking for jobs.

This year there would be a further assault on what used to be called the commanding heights of ownership by the state. Provision would be made to privatize the British Gas Corporation and the Government hoped British Airways would be transferred to the private sector. Individual share ownership had already doubled under this Government, and they looked forward to it doubling again.

By the end of this Parliament, the share of Britain's industry in state hands would have been reduced by 40 per cent. That was an excellent result on what used to be called the commanding heights of ownership.

Last session saw the successful passage of the Bill to abolish the GLC and the metropolitan county councils. The unscrupulous use of ratepayers' money by those councils to mount massive scare campaigns to mislead the case for their abolition.

The Government was therefore introducing a Bill along the lines proposed by the independent Wakefield committee to ban the use of ratepayers' money to finance political propaganda. The Bill would also lay a statutory duty on all rating authorities to make their rate by April every year.

These measures (she said) will be an important check on abuses by some local authorities.

We shall also be publishing our proposals for a major reform of the rating system. We can no longer tolerate a system in which the burden of local taxation is so unfairly distributed nor a system which permits extravagant local authorities to fleece the business community and finance excessive levels of spending.

During the debate on the Queen's Speech last year, she had said that upholding the rule of law was the crucial issue facing the country. The disturbances seen in some of Britain's inner cities had made that all the more apparent.

It was the vast majority of people living there, the ordinary families with young children, small businesses

who had most to lose from the breakdown of law and order. It was they - not the rioters - who had lost their homes, shops, and most of all their peace of mind.

Of course there were very severe social problems in the inner city areas - problems of family breakdown, of racial tension, of drug abuse, of youth unemployment, of bad housing. In so far as money could help, those problems were on the Government's account in public expenditure, including the urban programme on which £1,900 million had been spent since 1979.

Considerable sums had already been spent in the areas affected by riots.

But (she continued) the kind of violence which took place on the streets of Brixton, Handsworth and Tottenham recently cannot and will not be eradicated by money.

The solution must ultimately lie in a strengthening of our traditional sources of discipline and authority: the family, the church, the school, responsible community and civic leadership and support for the police.

This Government has made it clear that the police will have the resources they need in the fight against crime. When this session's Public Order Bill has become law they will also have more powers to prevent and deal with violence and disorder.

But those measures alone are not enough. If the rest of us fail to support the police, if we undermine by words or deeds the rule of law, the fight against lawlessness would be jeopardized.

It is not good enough for the Labour Party to stand aside and tolerate Labour local authorities which harass and obstruct the police, and it is not good enough for Mr Kinnock to condemn the words of the leader of Haringey Council (Mr Bernie Grant) against the police while continuing to endorse him as a candidate for election to this House.

She commended to the House the forward looking programme set out in the Queen's Speech.

**Parliament today**

Commons (2.30): Continuation of debate on the Queen's Speech (Home Affairs). Lords (3): Continuation of debate on the Queen's Speech (Foreign Affairs, Overseas Aid and Defence).

## Desire for an orderly society

## COMMONS

In the Commons, Sir Reginald Eyre (Birmingham, Hall Green, C), moving the local address in reply to the Queen's Speech, said in Birmingham there was a desire for an orderly and law-abiding society in which people could live in peace, as in their streets and their homes.

That was why the deplorable events in Handsworth came as a great shock.

The overwhelming mass of Birmingham people of all origins shared a sense of revulsion against the criminality seen as a threat to their own security. They wanted to put those events behind them as soon as possible.

The public order measures outlined in the Queen's Speech would provide a strengthened legal framework for the vital purpose of protecting a law-abiding society.

The Government should consider setting up an agency to help bring about the considerable areas of derelict land in inner Birmingham, and practical use for homes and businesses. That would help ease the pressure for Green Belt development and add to the efforts to stimulate activity in the inner areas.

Mrs Gerald Malone (Aberdeen, South), said the Queen's Speech was a touchstone by which the Queen's Speech would be judged was whether or not it was going to continue with the Government's policy of reforming Britain's industrial base. It was doing that very thing. It was facing the challenges of the future.

What they would probably hear in the days to come in the debate on the address was the perspective of yesterday from the Opposition. They would hear tales of more state control where the Government had pushed the boundaries back; tales of unions which Government had undertaken and which had been so successful.

Significant reforms by any standard

Some of the measures which would be brought forward would be seen as significant reforms by any standard. Viscount Whitelaw (Preston, C), leader of the House of Commons, said during the debate on the Queen's Speech. Some of the measures which would be brought forward would be seen as significant reforms by any standard.

Lord Middleton (C), moving the local address, said it was to be welcomed that the highest priority should be given to providing resources for the maintenance of national security, coupled with enhancement of the reserve forces.

Lady Lane-Fox (C), seconding, said measures were to be taken to make the profit out of illicit drug deals.

Lord Cledwyn of Penrhyn, leader of the Opposition peers, said curiously, the word "unemployed" was not mentioned in the Queen's Speech. The Opposition feared that this was a government of high interest rates and low investment and output. The Speaker said no great hope that the unemployment figures would be any better in 12 months time. It was a most depressing prospect.

Lord Diamond (SDP) said one of the most important issues would be the privatization of Gas. At first blush (he said) it strikes me as being very much like a continuation of the Government's policy of selling off the family silver in order to pay for the groceries with a tax concession and pay it in such a way as to benefit most those who need it least.



Mr Neil Kinnock, Mrs Margaret Thatcher and Princess Anne listening to the Queen's Speech at yesterday's State Opening of Parliament.

## Government dodging the truth

## KINNOCK

A Government which denied people jobs, homes and hope was not doing its duty, Mr Neil Kinnock, Leader of the Opposition, declared in the debate on the Queen's Speech.

The Government tried to avoid the truth - that crime was historically and obviously rooted in part in social and economic conditions - and was shirking its duty and dodging the truth.

In particularly attacking high interest rates, Mr Kinnock said the Government's record was one of flop and failure. Great images had been created, but the reality was that the economy was shrinking and the country was being led into a dead end.

He said the Government was not only dodging the truth but was also dodging the truth about the economy. He said the Government was not only dodging the truth but was also dodging the truth about the economy.

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Most of all the Opposition would be condemning the Government for its failure yet again to offer any help to the economy and to help people to get a job.

In the year after Mrs Thatcher had spoken triumphantly about a bank rate cut, interest rates had on average been 3 per cent higher. They were now 1 per cent higher than at this time last year. Interest rates had crippled small, medium and large businesses; public spending cuts deprived communities of vital services.

The Prime Minister was getting the British taxpayers absolutely wrong. Did she not realize that taxpayers were also parents worried about crime in child benefit and worried about school fees?

They were the same people who made up the families that were worried about crime in house building and virtual abolition of house improvement grants. They were the same people who were being asked to use more money in order to relieve suffering in the Third World.

It was not only the poor who wanted relief of poverty and not only the homeless who wanted a house building, but not only the jobless who wanted the Government to combat unemployment. These were now national demands.

Mr Thatcher had told the Conservative Party Conference the Government would not renege. What she really meant was it would not invest in modernizing British industry, in education and training for young people, not expand research and development, that it

would do nothing to build a strong modern manufacturing base that was going to be even more vital when the oil ran out.

I am not saying the went on nor would I, that unemployment with its hopelessness and despair is the sole cause of crime in our country. Still less that there are excuses for any criminal person should, that a 40 per cent rise in crime in six years during which there has been increased hopelessness brought about by unemployment, is that an accident, is that pure coincidence?

There has always been crime for gain. Now there is crime for kicks. There is now crime for some sort of brutal vicious entertainment. That is an awful change in our time. The 40 per cent increase, especially in crimes of robbery and brutality, cannot be explained by certain sort of evil and depravity just in our generation.

A police officer had told him recently that society could not put all its problems in a dustbin and ask the police to keep the lid on. He was right. They could not use simple answers to people, police or problems.

Dealing with intolerable conduct in society was not just a matter for Government but for parents, teachers, and every responsible citizen, but it could not be dealt with unless the Government was trying to meet it with methods to get at the behaviour in government merely trying to get at the roots of behaviour.

produced, or by some joint secretariat which included representatives of a foreign government, which had not lost touch with reality upon the people of Northern Ireland or on their wishes to remain part of the United Kingdom.

Mr David Harris (St Ives, C) said he hoped the meeting of the International Tin Council now going on would give some stability back. What disturbed him was the emphasis put on the needs of the City and the London Metal Exchange. He was concerned that the rights of the tin miners who were in Cornwall might have been overlooked because of these larger financial considerations.

The Cornish tin mines, which had not lost touch with reality upon the people of Northern Ireland or on their wishes to remain part of the United Kingdom.

Mr Goggin MacKinnon (Glasgow, Rutherglen, Lab) said the most disappointing aspect of the Speech was the question of employment. Mrs Thatcher and her colleagues had made a great deal of the fact that inflation was coming down, but at what cost?

The Bill to privatize the British Gas Corporation, expected to be published early in December, is likely to result in a £10 billion price tag, as opposed to original estimates of £8 billion.

Proposals on how the corporation will be regulated by the Government once it is sold will be outlined in the Bill. Crucially for potential investors, so too will an indication as to whether the gas levy presently paid to the Treasury, as well as normal operating profits, will be retained.

The Bill, which could take six months to pass through Parliament, will receive Royal Assent in time for the expected flotation in early autumn next year.

It is expected that investors will be asked to pay for the shares over three years, bringing in government revenue from the sale more quickly than planned. It was originally felt that the sale should be spread over four years, bringing in an estimated £2 billion a year, but it is now felt that the City's appetite for privatisation is such that it can provide more than £3 billion a year for the sale.

The privatization programme is likely to result in trade union opposition. Mr Philip Jones, the chairman of the Electricity Council, said yesterday that the electricity industry will study the Bill in detail to ensure none of its 23 million customers is placed at a commercial disadvantage by the privatization.

Proposals to place the United Kingdom Atomic Energy Authority on a commercial footing are in line with previous announcements which will require the authority to be paid by its clients, including the Government, on a customer-contractor basis.

This would enable the authority to be moved to the private sector. However the Department of Energy has said that "while this would be possible it is accepted as impractical".

Leading article, page 15

## Investors promised greater safeguards

Measures to set up a regulatory framework for the financial services sector are promised. As the barriers break down in the City between merchant banks and stockbrokers, the Government is anxious to enhance efficiency and competitiveness while providing greater safeguards for investors.

The proposal reflects growing criticism that conflicts of interest prevent full protection of investors. It also demonstrates the importance of the City as a world financial centre.

The Securities and Investments Board will watch over the City, under the chairmanship of Sir Kenneth Berrill. One of its tasks will be to monitor the effectiveness of the so-called "Chinese walls" set up within the newly-formed City conglomerates to safeguard against conflicts of interest.

Insurance, unit trusts and other prepackaged investments will be monitored by the Marketing of Investments Board. There will then be seven self-regulatory organizations reporting to the two boards and acting as watchdogs for specific areas such as life assurance.

Building societies will be able to compete directly with banks and offer cheque books and credit cards, under legislation due to be presented to Parliament by the end of this year.

The Government's plan to modernize and liberalize the law governing building societies is expected to allow them to offer unsecured lending, act as estate agents, buy and sell shares and offer a full range of insurance services.

The rule changes are likely to mean that up to £3 billion will be available for unsecured lending. Up until now building societies have turned a blind eye to any money spent on consumer items such as cars and holidays.

The Institute of Chartered Accountants attacked proposals for building society reforms which would allow auditors to speak directly to the Chief Registrar of Friendly Societies, who regulates the industry (Richard Thomson writes).

It said that, talks with the regulator should always include the auditor's client. It also objected to the suggestion that societies should be allowed to send a summary financial statement to members before the full accounts had been audited.

Under the legislation the Land Chancellor will be empowered to exempt individual corporate bodies from the restrictions on conveyancing for new and general conditions on the way in which the services are provided.

Yesterday the Law Society said it was concerned that the proposals placed too much discretion with the Lord Chancellor's office.

It has already passed an Administration of Justice Act 1985 under which non-solicitor conveyancers, under supervision of a Conveyancing Council, are to be allowed to carry out the work, subject to stringent safeguards. That comes into force during next year.

A new family credit, paid through the pay packet, will replace the existing Family Income Supplement, while the income tax credit, which goes to all families with children, is almost certain now to be frozen.

At present the Government is still expected to go ahead with proposals to make everyone, including the poorest pay 20 per cent of their rates and housing benefit - to be restructured and cut by several hundred million pounds. The cut planned in help with rates for elderly owner-occupiers, which was implied in the Green Paper, may be reduced, however.

Supplementary benefit will be replaced by a new system of income support with the abolition of existing extra weekly payments and the creation of a new social fund which will replace the existing rights to a wide range of one-off payments with largely discretionary payments.

NEGLIGENCE

Time limit on hidden damage to be extended

A change in the law to extend the six-year time limit on claims for negligence in cases of latent, or hidden, damage is expected in the next session.

The present law has been criticized by the Law Reform Committee as giving rise to uncertainty and potential injustice, particularly in the building industry where the effects of negligent work may be hidden for many years.

Under the new legislation, the six-year limit under which negligence claims can be brought will be extended so that plaintiffs will have three years to bring a claim from the date they discovered - or reasonably could have discovered - the damage.

However no claims will be allowed more than 15 years from the date of any alleged negligent act.

ANIMALS

Licensing for experiments to be tougher

Proposed legislation for stricter licensing of animal experiments would replace the scheme under which any person thought by the Home Secretary to be qualified can obtain a license to experiment.

Instead, both a personal and a project licence would be required. The personal licence would specify competence in authorized experimental techniques and in handling certain species of animals. The application for a project licence would question whether a planned test was necessary, properly designed and worthwhile.

But controversy is likely to continue because there would be no outright ban on Drabbe tests an irritant test which involves putting drops in the eyes of rabbits, or on LD50 toxicity tests.

SHOPPING HOURS

Restrictions may be lifted by spring

Unrestricted shop opening hours, including Sundays, could be in operation by the late spring next year, although a long-fought opposition in the House of Lords might delay the change until mid-summer.

The Government is expected to introduce the Bill promised in the Queen's Speech early in the new session. The aim is likely to be to reach the second reading stage before the Christmas recess.

A recent Mori poll for the Federation of Multiple Retailers suggested that 72 per cent of MPs were in favour of Sunday trading. Fiercer opposition is expected when the Bill reaches the Lords' where religious opinion against Sunday trading is expected to be felt.



## Scheme to crush Tottenham riot ignored, police officers say

By Peter Evans, Home Affairs Correspondent

A contingency plan to control disorder on the Broadwater Farm estate in Tottenham, north London, was ignored on the night of the riot there, according to Police Federation officers. The magazine of the Police Federation.

Other charges of mismanagement include a failure to crush the riot with "numerous units, fully equipped and never called upon".

Scotland Yard said yesterday: "There were contingency plans to deal with public disorder but not when it was of the magnitude and ferocity witnessed at Tottenham. For this reason they could not be used in such conditions of unprecedented violence."

Police gives quotes from the confidential contingency plan for the estate, drawn up before the riot which resulted in 200 police casualties, including one murder.

"It is essential that in order to consolidate and isolate disorder, police should quickly gain control of the walkways connecting the blocks of flats on the estate."

"Unless this is carried out effectively, units at ground level may be subjected to missiles thrown from above and roaming crowds could move about the estate, thus rendering police mobility in vehicles ineffective."

"Once the walkways have been secured, pockets of disorder may be contained and dealt with. In the event of disorder involving numbers of persons, efforts will be directed towards moving the participants towards the empty spaces to the west of the estate for dispersal."

The Police article, written by Tony Judge, its editor, says: "The need to gain control of the estates in advance of disorder breaking out was fully appreciated, yet nothing appears to have been done to secure the walkways and the balconies."

Sir Kenneth Newman, Metropolitan Police Commissioner, has defended his senior officers' decision not to send police against a cascade of burning missiles "waiting to be hurled down" on them.

That ignores the vital question, Police says. Why were the rioters permitted to "seize the high ground" in the first instance?

Police quotes one officer in a unit equipped with riot gear, including short shields: "We were compelled to sit in the carrier, listening to what was happening to our colleagues. We heard call after call for assistance."

He added: "Officers of my rank feel that we had an opportunity to crush this riot

because there were numerous units available, fully equipped and never called upon.

"I and every one of my colleagues I have spoken to are sick to death of appeasement by senior officers frightened by politicians. I have had enough of my rank being treated by senior officers like cannon fodder."

Seven other officers said: "After 9.30 pm it was apparent that a police officer had been shot. The sight of the D11 Specialist Weapons Unit lifted morale and a cheer went up from all the officers. How disheartened we felt when it became apparent that the order to use D11 had been rescinded."

"Having worked alongside these units during shield training they were obviously required more than on any occasion. I wonder how many more police officers will meet a tragic end before someone will take the action required to protect us."

The Police Federation has demanded full participation in the operational review promised by Sir Kenneth of the lessons learnt and their implications for policing.

The evidence shows that "Broadwater Farm was bound to erupt because the lawless element which has controlled the estate for so long was determined that it should".

Police says: "The Fire Brigades' Union is urging the Home Office to bring home to rioters and the public at large that firefighters have a neutral role and are not an arm of the police (Our Labour Reporter writes)."

The plea from the union comes after the large-scale disturbances in inner city areas in which firefighters were often the target of abuse and violence.

Mr David Higgs, national officer of the union, says in an article in its journal that it is only a matter of time before one of his members is maimed or killed in the middle of a confrontation.

Under such circumstances the union may be forced to "stand off" and allow buildings to burn. Such advice would come into force only if human life was not at risk, Mr Higgs says.

Mrs Cherry Groce, whose shooting by a police inspector sparked off the recent Brixton disturbances, is undergoing rehabilitation at Stoke Mandeville Hospital in Buckinghamshire. Her consultant, Dr John Silver, said yesterday that it is hoped she will eventually walk again with some form of aid.

## Racing and hunting paintings expected to fetch high prices



Details from John Frederick Herring's combined portraits (above), Charles Hancock's "Blue Bonnet" (below left) and John Wootton's "Coneyskins".

By Geraldine Norman  
Sale Room Correspondent

Some of the best sporting pictures seen at auction for several years come for sale at Sotheby's on November 20. The greatest curiosity is an imaginary race at Epsom between four great champions of the 1840s which never raced against each other.

John Frederick Herring combined the portraits of Plenipotentiary, Touchstone, Priam and Grey Mornus and the picture is expected to fetch between £400,000 and £600,000. It is almost certain to set a new auction price for his work.

Five of the nine other Herrings come from the collection of the late Sir Charles Clore, the store owner and financier, whose collection is being dispersed for the benefit of various Jewish charities, most of them in Israel.

The most valuable of these is "Vespa", a dark bay racehorse, with her owner, Sir Mark Wood, her trainer leaning on a stable door to the right and a groom with a grey pony to the left.

It dates from 1833. When

the famous Dick Collection of sporting paintings was dispersed at Sotheby's in 1973, Sir Charles bought it for £62,000. It is now estimated at £150,000 to £200,000.

Among the good group of hunting pictures pride of place goes to John Ferneley senior's "A hunt scurry in Leicestershire" - portraits of Mr Whyte Melville's horses at Melton with his friends upon them.

It depicts the Quorn Hunt crossing Gaddesby Brook and is one of the best preserved panoramas of the hunting field painted by Ferneley in the 1820s and 1830s.

Sale Room, page 16

## Advice on protecting patients

By Nicholas Timmins, Social Services Correspondent

Guidelines for staff encouraging them to complain when patients are mistreated or abused and telling managers how to handle such complaints have been produced by the National Association of Health Authorities.

Since 1968 there have been 24 inquiries into long-stay hospitals which have "demonstrated unequivocally that patients have been seriously ill-treated while caring staff look

on, powerless to help, the association said yesterday.

"Their impotence resulted from the conviction that management would ignore their complaints, and that they would suffer from making them."

"Such fears have often proved justified. Inquiry evidence demonstrates clearly that staff have been victimized by management and intimidated by their colleagues for voicing legitimate concerns about stan-

dards. Complaints about ill-treatment have been covered up following investigations."

Staff need to be assured that management will examine complaints seriously, investigate them thoroughly, take action when it is needed and ensure that the individual making a complaint does not suffer, the report says.

Protecting Patients (NAHA, 47 Edgborough Park Road, Birmingham B15 2RS; 425).

## Inquiry on MP's seat meets with obstruction

By Peter Davenport

Labour Party officials carrying out an investigation into the membership of the general committee of the Knowsley North constituency, where Mr Robert Kilroy-Silk, the MP, claims there is a Militant plot to unseat him, are running into obstructions.

Requests for information from up to nine groups are being ignored and letters are going unanswered in what some officers believe is a campaign to frustrate the inquiry.

The investigation is being conducted by Mr Peter Killen, the North-west Labour Party assistant regional organizer responsible for Merseyside.

The investigation, has to be completed before November 28 when the short list of candidates for selection is finalized.

If the investigation into the eligibility of the 142 members on the general committee is not completed in time, regional officers will ask the party's national executive committee to suspend the selection process.

Yesterday regional Labour Party officials disclosed that there had been at least a dozen complaints about alleged irregularities in the membership of the committee.

Mr Kilroy-Silk, who has stood down from the Labour front bench to concentrate on the fight to save his seat, alleges that there is a Militant conspiracy to pack the selection committee with people not entitled to be there, to favour Mr Tony Mulhearn, president of the Liverpool Labour party.

Among complaints are that trade union branches and organizations affiliated to the constituency party have more delegates than they are entitled to; that some delegates do not fulfil residency requirements; and that some people whose names should be on the committee have been deleted.

## Post Office financial service criticized

By Robin Young

Most post offices provide inadequate information about their own financial services, according to this month's issue of *Which?*, the magazine of the Consumers' Association.

*Which?* sent shoppers anonymously to 108 main and sub-post offices throughout Britain to check on the availability of 11 information leaflets. Only 17 post offices had all the leaflets on display and 10 were not showing any.

The shoppers also asked questions and found that staff were not always able to give even basic information, or to direct customers to leaflets. *Which?* says that on the whole service was courteous

and helpful, and most of the shoppers were served fairly quickly. It concludes that with nearly 22,000 branches, more than all the other high street banks put together, the Post Office should have much to recommend it as a place to buy financial services.

"If the Post Office wants to be taken seriously as a place to buy financial services, it should provide trained staff with the expert knowledge that's needed," *Which?* says, "even if it's only at their larger city offices."

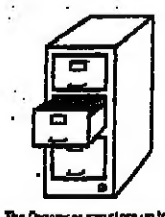
A Post Office spokesman said yesterday that weekly half-hour training sessions for staff at main post offices have been introduced recently.

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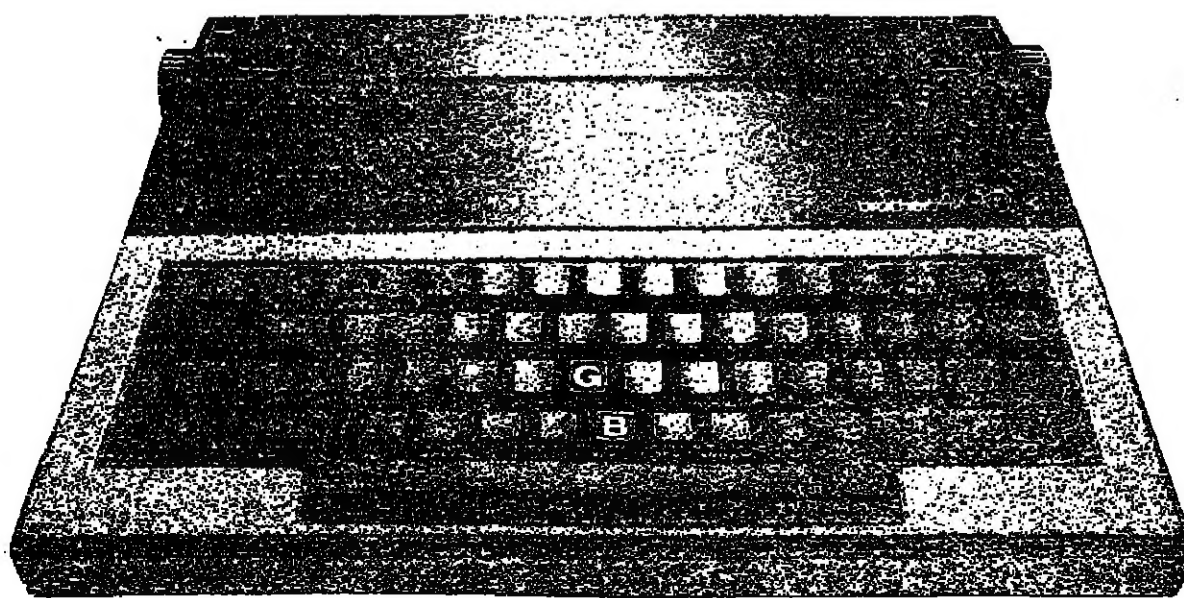
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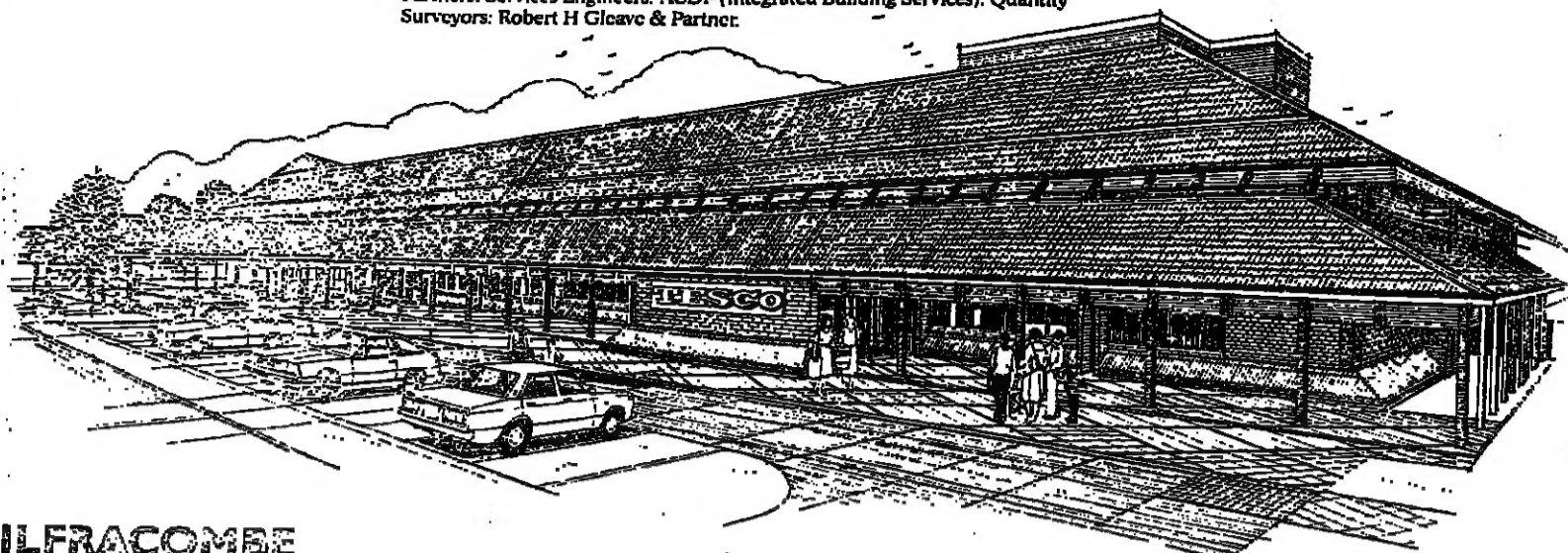
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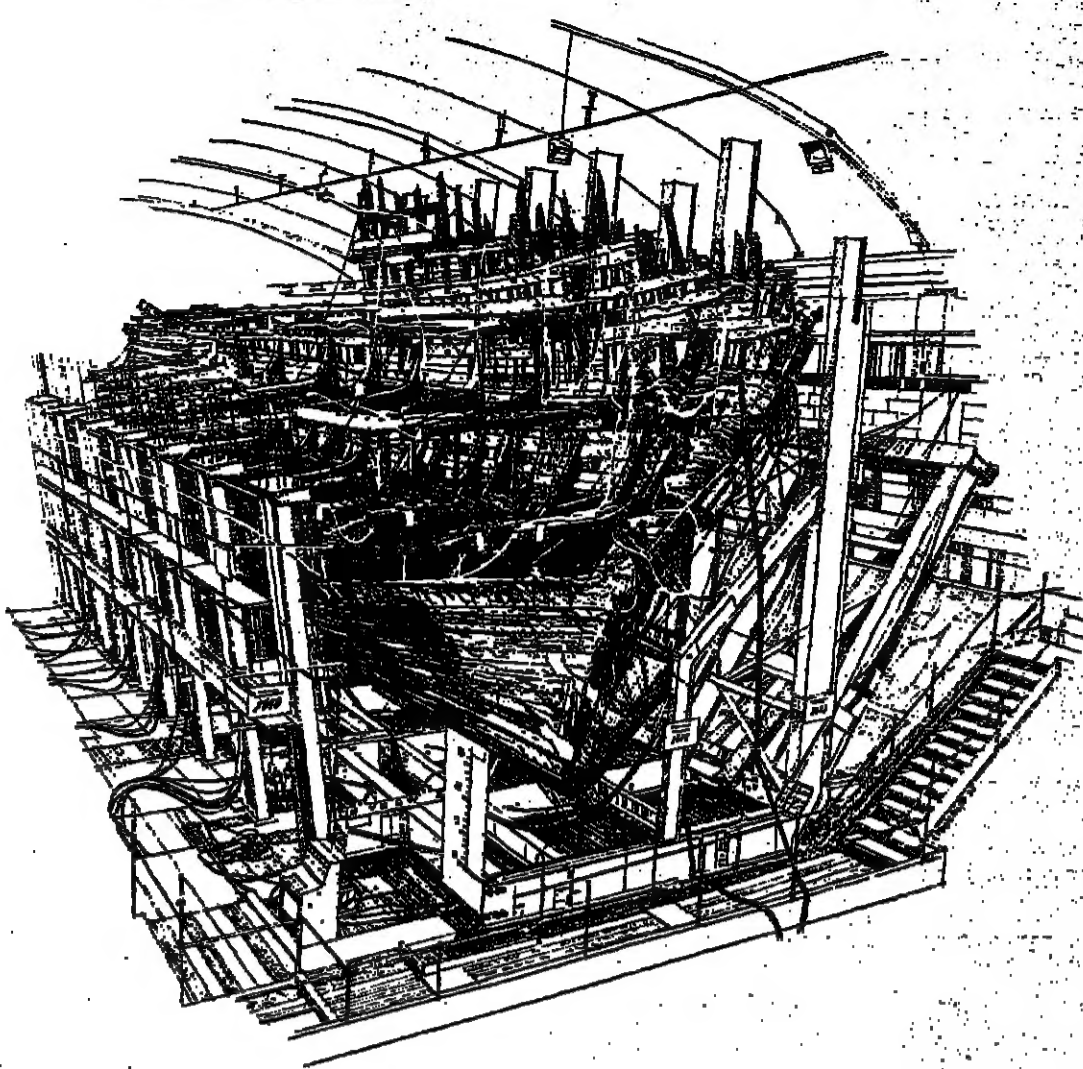
## HULL

Tesco Superstore. A design and construction project by Taylor Woodrow Construction (Northern) Limited in Humberston. Client: Tesco Stores Limited. Architects: Gordon White & Hood. Structural Engineers: Ernest Green & Partners. Services Engineers: ACDP (Integrated Building Services). Quantity Surveyors: Robert H Gleave & Partners.



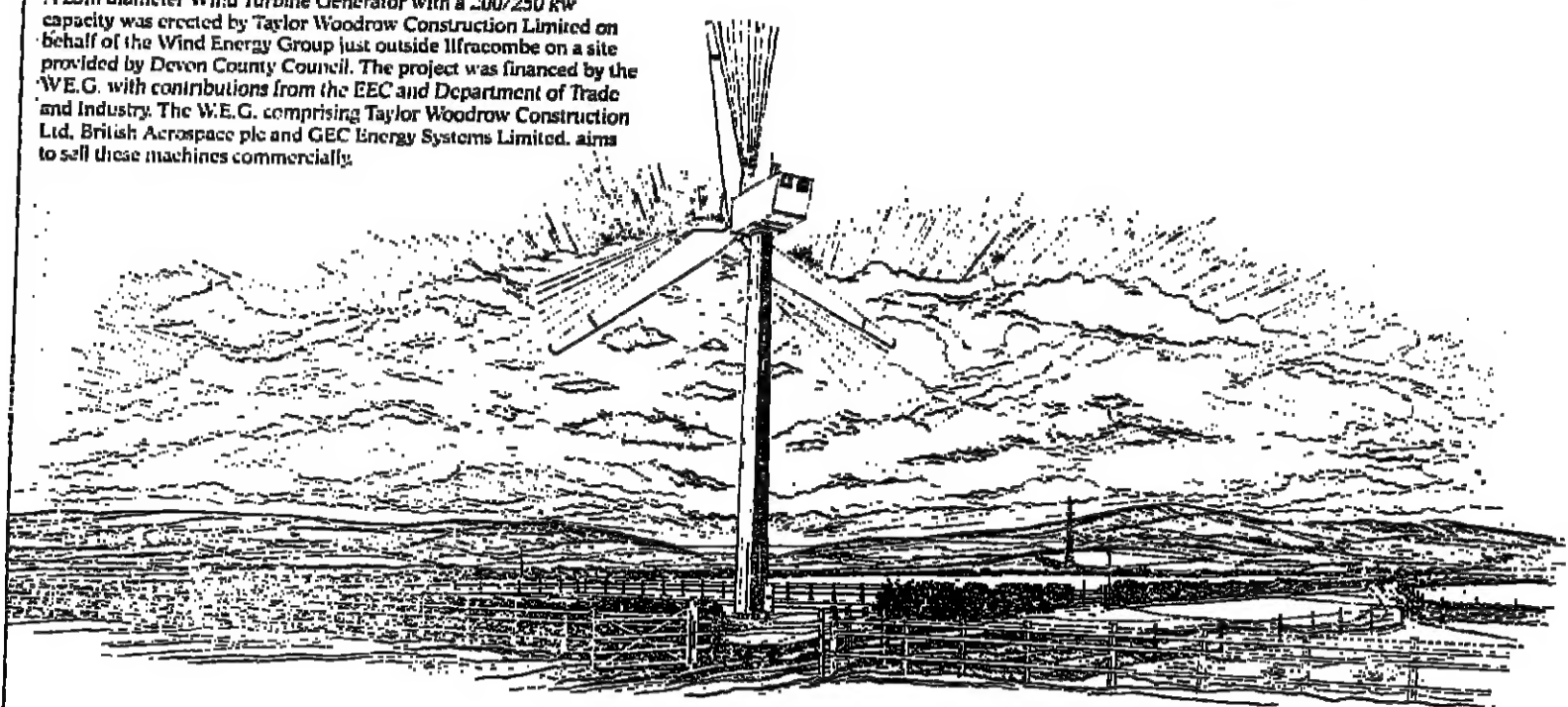
## MARY ROSE

The Tudor Warship, Mary Rose is back on an even keel for the first time in 440 years. It was rotated upright by Taylor Woodrow Construction Limited, at Portsmouth Naval Base, England. Client: The Mary Rose Trust.



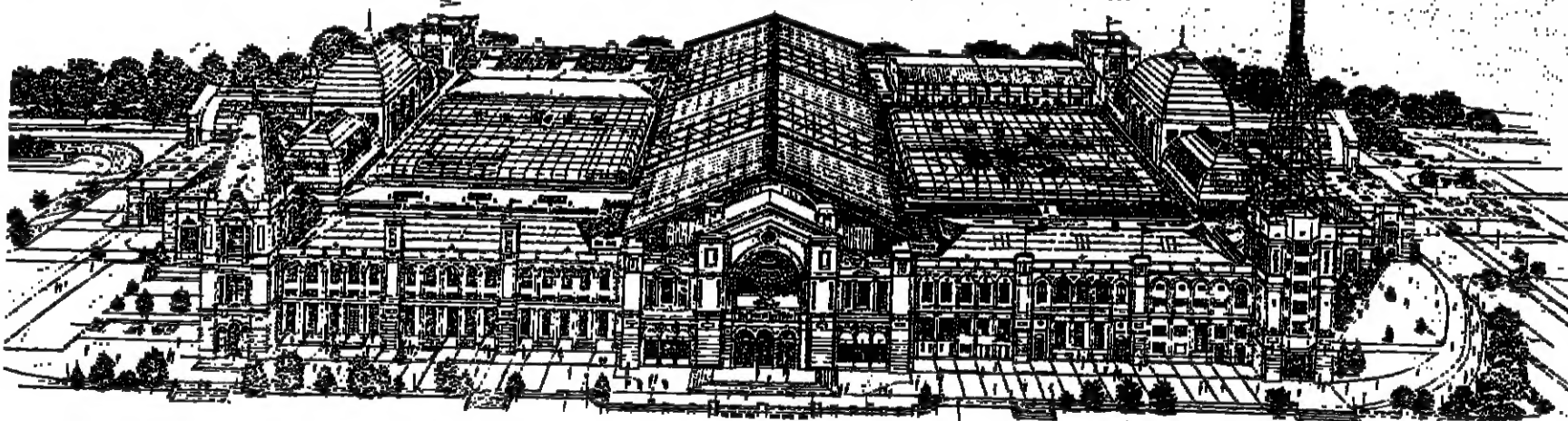
## ILFRACOMBE

A 25m diameter Wind Turbine Generator with a 200/250 kw capacity was erected by Taylor Woodrow Construction Limited on behalf of the Wind Energy Group just outside Ilfracombe on a site provided by Devon County Council. The project was financed by the W.E.G. with contributions from the EEC and Department of Trade and Industry. The W.E.G. comprising Taylor Woodrow Construction Ltd, British Aerospace plc and GEC Energy Systems Limited, aims to sell these machines commercially.



## ALEXANDRA PALACE

The Palace is being restored into a public event and leisure centre with facilities for a TV museum, drama school, concert hall and exhibition centre. Client: The London Borough of Haringey as trustees of Alexandra Palace. Architect: The Planning Architect, Alexandra Palace Development Team. Structural Engineers: Pelt Frischmann and Partners. Quantity Surveyors: Cyril Sweett and Partners. Management Contractors: Taylor Woodrow Construction Limited.



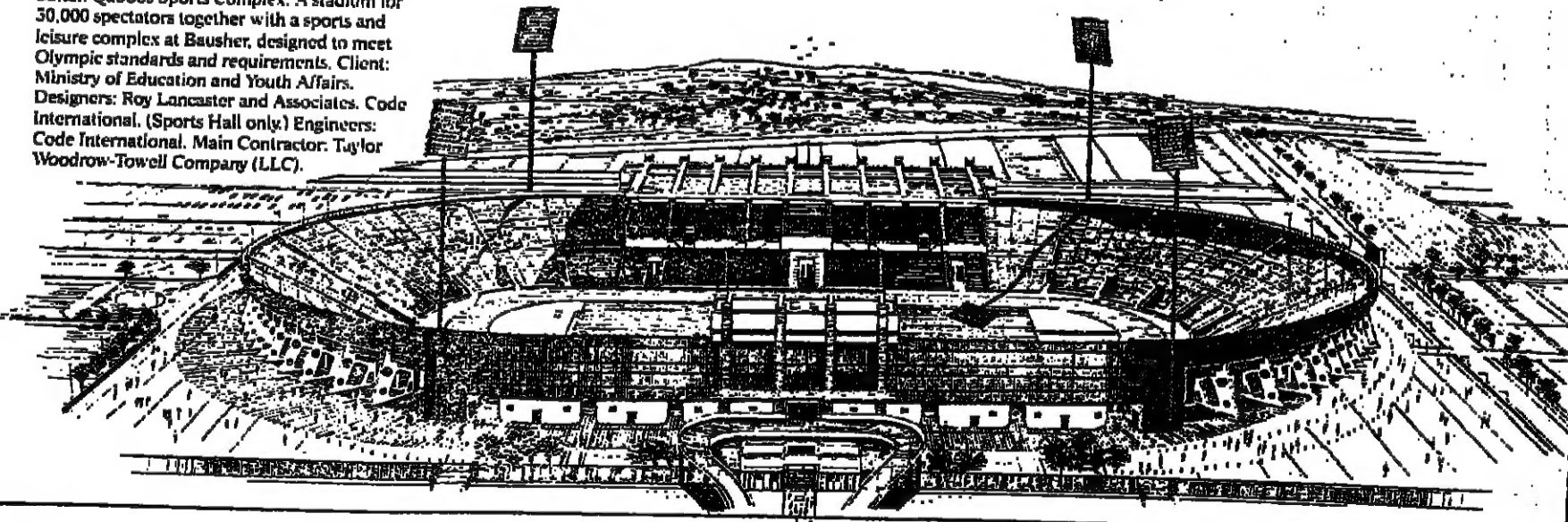
## GHANA

Tono Irrigation Project. A 2,400 hectares irrigation project by Taylor Woodrow International Limited which includes 100km of Laterite roads, 200km of main and feed canals and an earth dam 5km long, 20 metres high. Client: The Ministry of Finance, Ghana, in conjunction with the Irrigation Development Authority.



## OMAN

Sultan Qaboos Sports Complex. A stadium for 30,000 spectators together with a sports and leisure complex at Basher, designed to meet Olympic standards and requirements. Client: Ministry of Education and Youth Affairs. Designers: Roy Lancaster and Associates. Code International. (Sports Hall only) Engineers: Code International. Main Contractor: Taylor Woodrow-Towell Company (LLC).



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## Marcos presses ahead with preparations for snap poll

From Paul Roudledge, Manila

Preparations for a snap presidential poll are going ahead in the Philippines despite opposition charges that President Marcos is "bending the rules" to secure a six-year extension of office.

Parliamentary and regional caucuses of the ruling KLB (New Society) Party are expected to give their support tomorrow to a Bill facilitating the election, which has provisionally been fixed for January 17.

A new election code will be ready for adoption next week.

### Clashes kill 4,500

At least 4,500 rebels, soldiers and civilians have been killed this year in clashes involving dissidents, according to the Philippine military chief, Lieutenant-General Fidel Ramos. (Reuters reports from Manila).

He said that more than 16,000 communist New People's Army and 860 Muslim secessionist Moro National Liberation Front fighters had surrendered in the past nine months.

In a letter to the *Business Day* newspaper, General Ramos said that up to October 14, the casualty toll was 1,655 NPA and 143 MNLF, 1,131 soldiers or militia members and 1,334 civilians killed.

and the army is drawing up plans to police the poll "for immediate execution when the need arises".

Observers of the Marcos style of government are beginning to doubt whether the poll will ever be held, but the tenor of events

suggests that "this time it's for real", in the words of one diplomat.

Mrs Imelda Marcos, wife of the President and Governor of Manila, returned yesterday from a three-week visit to the United Nations, Moscow and Tokyo to hold a press conference about the political future of the nation.

Sitting beside her husband, she denied that she would be a vice-presidential candidate, and Mr Marcos made plain the choice of a running-mate would be his alone.

President Marcos said his criteria for a vice-president were a man who adds prestige to the team, who has a strong popular appeal - and more than this, if anything happened to the President, would make a good, credible President.

After changing his mind two days ago to make the election a poll for both top posts rather than simply for the presidency, he has occupied for 20 years, this is the first time that Mr Marcos, aged 68, has entertained publicly the idea that he might not live to rule until 1992. He is believed to suffer from a serious recurring kidney ailment.

The President and his wife were relaxed but direct in their references to the proposed election. KBL MPs meet tomorrow to discuss the Bill that the Deputy Prime Minister, Mr José Roño, has said will draw up the mechanics for the snap poll.

That meeting will be followed by a second KBL caucus bringing together the governors, mayors and *barangay* (village) leaders to prepare them for the contest.

## Angry Peres rejects settlers' threats

From Our Correspondent, Jerusalem

The Israeli Prime Minister, Mr Shimon Peres, has been given a clear warning by the leaders of settlers in the occupied territories that he will risk widespread civil disobedience, including refusal to pay taxes and do military service, if he tries to negotiate away control over the land.

The Council of Jewish Settlers in Judea, Samaria and Gaza, has drawn up a long statement saying that ceding even partial sovereignty over their areas, Jerusalem, or the Golan Heights, would be "an illegal act and ought not to be obeyed".

Their attitude to the Government, they say, would be the same as that of General de Gaulle towards the rule of Vichy France.

Mr Peres went angrily to the Knesset, yesterday, to attack what he called the "presumption, intimidation and deception" of the council. Its members, he said, were seeking to usurp the Knesset's right to legislate, to create an atmosphere of fear, as though a discussion about peace is a disaster.

"Intimidation will not re-

place the ballot box in Israel, and the deception stands on feet of clay", he said.

The latest, "last chance", peace plan from King Hussein of Jordan, has meanwhile aroused no interest in Israel.

Outlined in Luxembourg on Tuesday to Mr Jacques Poos, current President of the EEC Council of Ministers, the plan calls for a preliminary meeting between Jordanian and American representatives. The King's original plan had included Palestinian Liberation Organization members.

The second stage would be recognition of Israel by the PLO, followed by a joint Jordanian-Palestinian meeting with US representatives at an international conference of all five permanent members of the UN Security Council and all parties to the conflict.

Such a conference, the King believes, would clear the way to the direct peace talks with Israel that would solve the Palestinian problem.

But an Israeli Foreign Ministry official yesterday said that the plan was nothing but another attempt to bring the PLO to the negotiating table.

### Egypt frees six accused of sex cult links

Cairo (AP) - Egypt has freed five Americans and a Frenchman held on suspicion of belonging to the Children of God, a US-based sexually-orientated religious cult, and has ordered them to leave the country.

The six were the last of 15 people held and later released in the past month.

US and French officials and Egyptian prosecution sources said, that the investigation had been of the delinquency of alleged distribution of literature attacking religions, and the cult's calls for free sex.

### Disillusion on ceasefire sparks Beirut fighting

From Robert Fisk, Beirut

Amid growing reservations by Christian leaders about Syria's proposed peace plan for Lebanon, fighting broke out yet again yesterday along the front line through the centre of Beirut.

Although mild by comparison with the usual battles in the ruins of the old commercial sector of the city, and though only one man, a Lebanese Army corporal, was known to have been killed, it nonetheless reflected growing disenchantment among the Lebanese militias at the course of the



President Marcos and his wife Imelda yesterday, when she announced she would not run for vice-president.

### Sihanouk increases UN support

From Zoriona Pysariwsky New York

The exiled Cambodia coalition government of Prince Norodom Sihanouk has won a decisive diplomatic victory at the United Nations as the General Assembly voted by 114-21, with 16 abstentions, for the withdrawal of Vietnamese forces from Cambodia.

The vote ended two days of debate on the six-year Vietnamese occupation. Last year the vote was 110-22 despite hopes by the Eastern bloc that a sense of resignation to the Vietnamese occupation would emerge in the balloting.

In line with President Reagan's General Assembly address last month, Mr Vernon Walters, the American delegate, urged the Soviet Union to play an active role in obtaining a political settlement in Cambodia.

The Vietnamese plan to complete the colonization of Cambodia by 1990, the date they have proposed for the total withdrawal of their troops, Mr Sam Sann said in London yesterday. (Simon Scott Pinner writes).

Mr Sann, Prime Minister of the coalition government opposed to the Hanoi-backed regime in Phnom Penh, said that more than 700,000 Vietnamese had been settled in Cambodia and it was hoped to change the demographic identity of the country through intermarriage.

In a very short time we won't know who are really Vietnamese and who are really Cambodian", he said.

Mr Sann, speaking at the Royal Institute of International Affairs, said that the Vietnamese were farming the best land and had taken over much of the commerce of Cambodia. They were also exploiting natural resources such as rubber, timber and fish.

The guerrillas had to make the Vietnamese presence in Cambodia as costly as possible to the Soviet Union, which was pouring aid into Hanoi, he said.

He admitted that indiscipline within his own Khmer People's National Liberation Front was harming its credibility and its ability to attract overseas aid.

### New Jersey warning for Reagan

## Blacks' man in landslide win

From Trevor Fishlock New York

Governor Thomas Kean believes that his landslide win in the New Jersey gubernatorial election sends a strong warning to the Reagan Administration about the way in which it deals with America's blacks.

Mr Kean, a Republican, was supported strongly by blacks and union members as he swept to a second four-year term. His social and economic policies include a firm commitment to affirmative-action programmes and job quotas that help to give minorities an economic foothold.

But it is this policy that some in the Administration are trying to reverse. Mr Edwin Meese, the Attorney-General, is running a crusade to end the 20-year-old programme of affirmative action in government hirings. The Cabinet is split on the issue.

Governor Kean says his "bedrock conservative philosophy" includes a commitment to helping individuals make their way in the free enterprise system.

Blacks do not want dependence, he says, but they do want opportunity and an even chance.

His views contradict those of Mr Meese and other "sink or swim" hardliners who believe that racial preferences damage minorities in the long run by making it unnecessary for them to compete. Mr Meese's opponents think affirmative action is working and is needed in repairing the damage of years of discrimination.

Governor Kean, whose win helped The Republicans to regain a majority in the New Jersey assembly after 12 years, said: "People of all races will support republicans when republicans support people of all races."

"We are in a political era where we can no longer depend on Ronald Reagan, and a Republican Party had better damn well be able and willing to reach out to all segments of this society and bring a vision to it that does not stop at racial lines."

In the governor's race in Virginia, Mr Gerald Baliles, a Democrat, had an easy win in what was once a Republican stronghold.

Mrs Mary Terry was elected Attorney General, the first woman to win a state office in Virginia, and Mr Douglas Wilder, Lieutenant Governor, becoming the highest-ranking black state official.

In mayoral races, Mr Ed Koch had an easy win in New York, and Democrats took most of the city offices. Mrs Kathy Whitmire won a third term in Houston. There will be a run-off next week in the tight struggle in Miami.

### Oratory wins Craxi his vote of confidence

From Peter Nichols Rome

Signor Bettino Craxi won his vote of confidence in the Italian Chamber of Deputies yesterday at the end of a remarkable piece of improvised oratory with which he at times drew cheers from the Communist opposition, and protests from some of his coalition allies.

The Government got 347 votes for a motion drawn up by the five coalition parties, against 239, with one abstention. The Prime Minister regarded this as a reconfirmation of his government rather than of a new administration, despite the fact that last month he offered his resignation.

The main cause was Republican Party disassociation from Signor Craxi's handling of the crisis following the seizure by Palestinian terrorists of the cruise ship Achille Lauro.

These divisions were healed to the extent that leaders of the five parties signed a document laying down the Government's attitude, especially on Middle East policy, and relations with the Palestinians, while greater consultation among the partners was promised by the Prime Minister.

The settlement was short-lived, because yesterday Signor Craxi seeking to justify his own benevolent attitude towards the Palestinians, said that Mazzini, one of the inspirers of the Republican Party, has himself contemplated political assassination.

The Republicans were horrified to hear their hero compared with Mr Yasser Arafat, the PLO chairman in the end they voted approval did not include the Prime Minister's remarks about the PLO.

Members of the Christian Democrats Party, the largest component of the coalition, also took offence at what could be read as recognition of terrorism as a progressive force in history.

### Old bombs revealed as drying-up Rhine falls

Mainz (AP) - Record low water levels on the Rhine have left large parts of the riverbed exposed, revealing several bombs and other ammunition left over from World War II, officials in the state of Rhineland-Pfalz said.

The state Interior Ministry said that one 500lb and four 100lb American-made bombs, together with numerous hand grenades, artillery shells and rounds of ammunition had been found.

### Bomb claims

Brussels (AP) - The left wing terrorist group, Communist Fighting Cells, claimed responsibility for four bank bombings in Belgium on Monday and Tuesday, police reported.

### Drugs inquiry

Minatitlan, Mexico (Reuters) - Fifteen peasants are being questioned about the killing of 22 policemen in a gun battle between police and marijuana smugglers.

### Climbing deaths

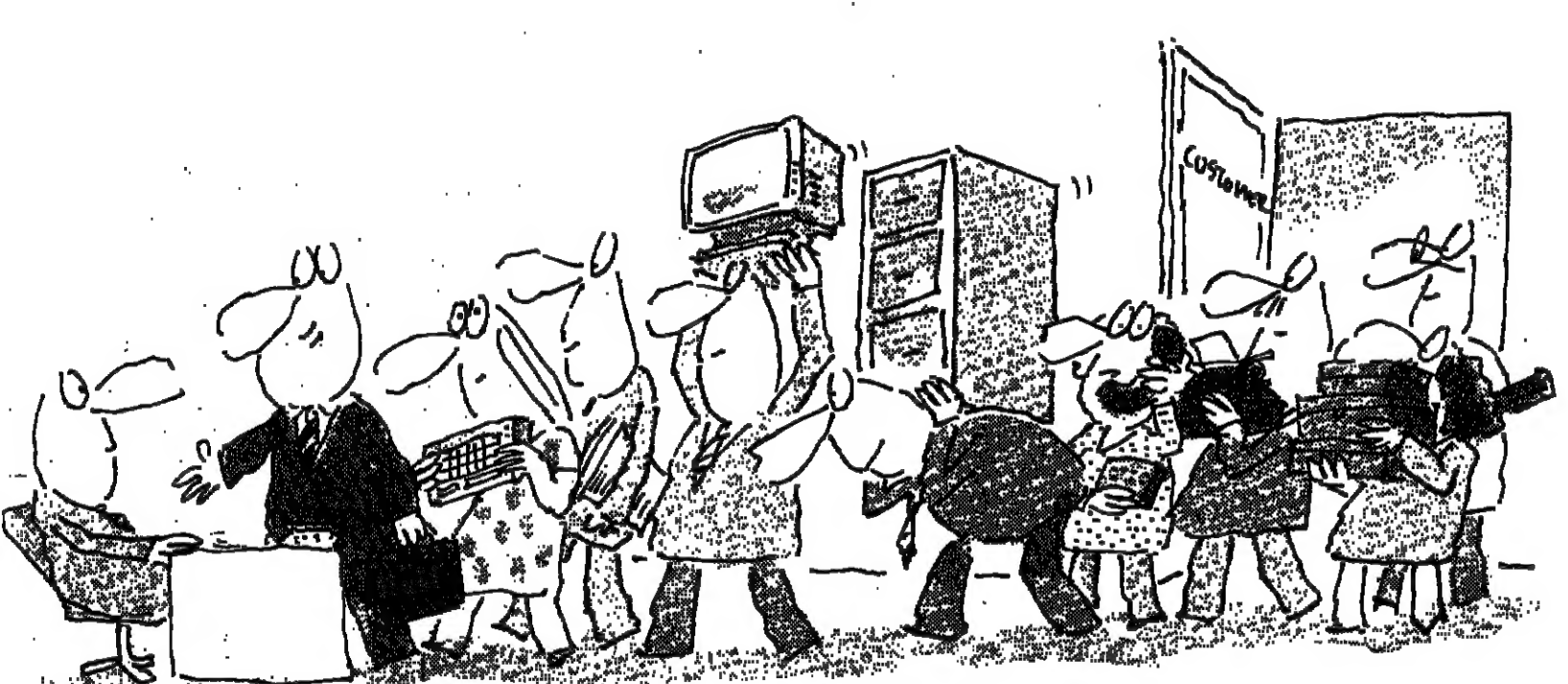
Kathmandu (Reuters) - The autumn Himalayan mountain-seeing season in Nepal is nearing a record death toll with 14 people killed in nine weeks in avalanches and heavy snow-fall.

### Death at 130

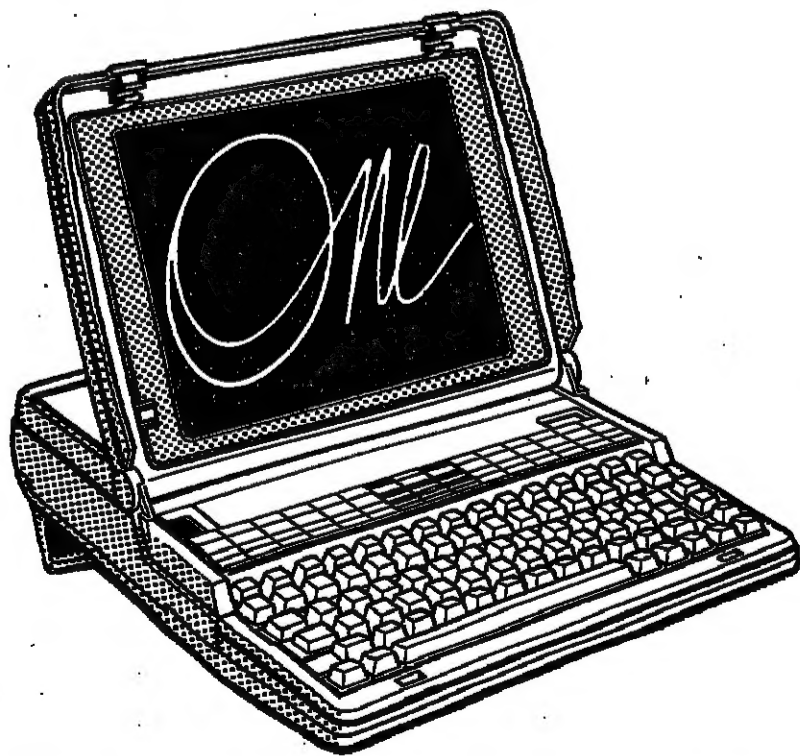
Nairobi (AFP) - Mr Petro Gacheira Mburungu, who died at the reputed age of 130, left more than 200 descendants spanning four generations, the Kenya news agency reported.

### Deviant check

Brisbane (Reuters) - Bar staff in Queensland must identify and eject drug dealers, sexual deviants and child molesters or lose their licence under a draft state law.



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### Hanover conference agrees on secretariat

## Europe tries to define Eureka

From Frank Johnson, Bonn

Foreign and research ministers from 18 European nations yesterday ended their meeting in Hanover on Eureka by agreeing that, whatever Eureka may or may not turn out to be, it should in principle have a secretariat.

A communique at the end of the two-day meeting said that the secretariat would be flexible and would come under the control of the Eureka ministerial conference, which will presumably consist of the research ministers meeting every few months.

Eureka, a project proposed by the French last spring for a joint European effort to rival the United States and Japan, in technology, at the moment consists only of talks among the 12 member states of the enlarged EEC, as well as Sweden, Norway, Finland, Switzerland, Austria and Turkey.

The idea of a secretariat was favoured particularly by the

smaller states who fear that, without it, the most lucrative projects to emerge will be seized on by the big countries and the big companies.

The two days of deliberations in Hanover, at which Britain was represented by Sir Geoffrey Howe, the Foreign Secretary, and by Mr Geoffrey Pattie, Minister for Information Technology, appeared unable to answer the central question of what Eureka actually would be.

This is not a particularly cynical view, since it seems to be shared by most of those taking part in the conference. They point out that a European attempt to rival the US and Japan is such a huge enterprise that it is not surprising that only a few months after the idea, the Europeans are still uncertain how to go about it.

The purpose of this conference, and the next one expected in London in May, is to find out how to go about it.

A more understated purpose

is to find-out whether it is really possible. There appeared yesterday to be little further guidance from Hanover on the larger problems.

The biggest question seems to be money. The original French idea, though never so clearly stated, seemed to be for governments to contribute cash to some central, international authority which would then allot sums for specific research.

But Britain and West Germany, with their philosophical objections to such government spending, seem to want no part of that. It was clear that they see Eureka mainly as a device for sharing research rather than as a form of subsidy.

The conference also agreed to begin 10 "pilot" projects, including a West German proposal on lasers and a joint British and Spanish proposal for diagnosis of sexual diseases, particularly the Acquired Immune Deficiency Syndrome.



# Geneva summit count-down Soviet space weapon threat adds to atmosphere of hostility

From Christopher Walker, Moscow

The superpowers are approaching the Geneva summit meeting in an atmosphere of mutual suspicion and animosity characterized by a pledge yesterday from Marshal Sergei Sokolov Defence Minister, that the USSR would match any space strike systems developed by the US.

Writing in *Pravda* on the eve of the 68th anniversary of the Russian Revolution, the newspaper said: "It now seems to the White House that the US will achieve military superiority by creating a fundamentally new type of weapon - space strike systems. By Washington commits an error. The USSR will issue an adequate reply to the challenge."

"There will be no monopoly in outer space. Neither will Washington have the military advantages which the initiators of the Star Wars count upon."

The US, in seeking to undermine the Soviet Union's security, has virtually embarked upon the path of decrease in its own security and of the growth in the danger of war to the peoples of the world."

The hostile tone of the article, described by one senior western diplomat as sinister, has increased pessimism that any substantive agreements will be reached when Mr Gorbachov and President Reagan meet in Geneva.

Observers here claim that although the Marshal's threats are not in themselves new, their timing is significant in indicating that Mr Gorbachov is approaching the summit with a determination to act toughly if he fails to secure concessions over the space-based Strategic Defence Initiative.

The official news agency, Tass, singled out one section of the Defence Minister's words for special notice. He stated baldly: "Only a complete ban on space strike systems would clear the way to a radical reduction of nuclear armaments. The USSR stands for reaching agreement on precisely this basis."

The publication of Marshal Sokolov's warning came less than 24 hours after the departure of the US Secretary of State, Mr George Shultz, who failed to achieve any significant narrowing of the gap between Soviet and American positions during a four-hour Kremlin meeting with Mr Gorbachov.

The results of the 14 hours of bilateral discussions in Moscow have convinced observers that expectations for Geneva must be lowered even further, particularly in the vital field of arms control, where the gap remains daunting.

Even Mr Shultz, who had arrived in Moscow expressing hopes for progress, ended by having to emphasize the long-term nature of the East-West dialogue. He deliberately dampened expectations of movement on the main issues.

The Geneva summit, Mr Shultz told a press conference, would be useful as "a bureaucratic device", but he added pointedly that it should not be seen as an end in itself. "Life does not end in the middle of November."

Apart from the deep differences over space weapons - the overriding concern on the Soviet side - there are also yawning gaps on the issues of human rights, especially those of Soviet Jews, and of regional conflicts in which the USSR is involved.

## Reagan denies hinting at soft line on Star Wars

From Michael Binyon, Washington

President Reagan denied yesterday that he had ever intended to suggest in his interview with Soviet journalists that the Russians could veto his Strategic Defence Initiative.

"Would you forgive me if I say, 'Hell no'?", he said. He was clarifying his remark, published in *Izvestia* on Monday, that the US would not deploy a space-based defence system until "we do away with our nuclear missiles, our offensive missiles."

He said yesterday: "What I talked about repeatedly and to many others... is when we've got it developed and we know that we have that kind of a defensive weapons, we want to sit down with the rest of the nuclear powers in the world and

## Arms chief's hope of INF deal

From Richard Owen, Brussels

Mr Paul Nitze, President Reagan's special adviser on arms control, said yesterday that the United States regretted that it had not been possible to achieve a "substantial narrowing" of differences between the superpowers during talks in Moscow between Mr George Shultz and Soviet leaders.

But Washington welcomed Moscow's acceptance in principle of a possible interim agreement on intermediate nuclear forces (INF) separate from the question of strategic nuclear missiles or space defence issues.

Mr Nitze said that the Russians had previously made this proposal only informally, but it had now been put in on the negotiating table at Geneva and had formed a part of Mr Shultz's discussions in Moscow

with Mr Gorbachov and with Mr Eduard Shevardnadze. This favourable development marked "movement forward on the Soviet side."

Mr Nitze was reporting to NATO on Mr Shultz's talks as part of the continuing consultation between the United States and its European allies in the run-up to the summit meeting in three weeks. He said that remaining obstacles on the question of medium-range missiles included the Soviet demand that Moscow should have compensation for British and French independent nuclear deterrents.

A related problem had arisen over the Soviet definition of strategic nuclear delivery systems, which Mr Nitze said excluded Soviet medium-range forces threatening Europe but

## Euro-MP in bid to ban bullfights

From Richard Wigg, Madrid

A British Member of the European Parliament yesterday boldly launched a campaign in Madrid to ban bull-fighting after Spain joins the EEC in January.

Mr Richard Cottrell, Conservative MEP for Bristol and Bath, selected for the occasion the first meeting here of a group of his colleagues with their new Spanish partners in the Democratic group in the European Parliament.

These, however, are members of the right-wing Popular Alliance of Señor Manuel Fraga. Many are well-known bullfight aficionados.

Quite undeterred, Mr Cottrell gave a generous newspaper interview in which he warned Spaniards emerging, as he chose to put it, from their "barbaric darkness", that in the EEC they will be forced to abandon "the torturing of animals to death in public."

Pressure will be brought through the European Parliament, he claimed, to make Spain ban bullfighting. He promised he would make a start in Strasbourg in January.

However Lord Douro, heir to the Duke of Wellington, whose title comes from his ancestor's involvement in the Peninsular War, spoke for the majority of his colleagues in Madrid when he observed: "We in Britain would be outraged if the European Parliament sought to outlaw foxhunting."

Mr Cottrell claimed that Spain would be contravening an EEC directive already in force which bans the slaughter of animals by means other than an electric stun gun.

When value-added tax goes on bullfight admission tickets from January 1, as on other public entertainments in Spain, the Brussels Commission will be guilty of "accepting blood money", Mr Cottrell said.

## Black says Cape police killed two in attack on mourners

From Michael Hornsby, Johannesburg

Four more deaths were reported by police yesterday and on Tuesday in unrest in the Western Cape, the first since restrictions imposed last weekend on television and press coverage, which the South African Government claims is partly to blame for the violence.

The most serious incident occurred on Tuesday in Guguletu, an African township near Cape Town, where police say they fired on a crowd of about 700 who attacked a patrol with petrol bombs and stones.

Two black men, aged 18 and 20, were killed, and a third, aged 25, was wounded, according to the police version.

There were no independent witnesses. However, the Empire Clinic in the nearby crossroads squatter camp treated some of those wounded, and a spokesman for the clinic telephoned the *Cape Times* with a different account.

The spokesman quoted one of the wounded as saying that he had been in a crowd of people returning from the funeral of an unrest victim. A blue police van had drawn up and one of the policemen in it

## Doctor saves Walesa's bacon

From Roger Boyes, Warsaw

Mr Lech Walesa, the Solidarity leader, had hoped to attend the funeral yesterday of a young chemistry student who died after falling from a police van. At the last moment he decided not to go.

It proved a wise decision. At 2pm, at about the time that the funeral cortege of Marcin Antonowicz was moving towards the cemetery, Mr Walesa's doorbell rang. Six agents of the secret police burst in when the door was opened and fanned out around his living room.

A tape recorder was switched on. "We are instructed to take you immediately to the provincial prosecutor's office," declared the leader of the raid. Mr Walesa in return presented the officer with an "L" medical form that exempts individuals from work and legal testimony.

The police wanted to force him to hear evidence showing that he criminally libelled Poland's vote-counters when he accused the authorities of exaggerating the turnout in last month's parliamentary elections.

He had gone to the prosecutor's office in the morning and announced that he would not testify when the prosecutor started to read the evidence. The lawyer suspects that the authorities are acting on the case with unusual speed, because they want to sentence Mr Walesa before the declaration of an amnesty by the new Parliament.

Fortunately for Mr Walesa, the agents brought their own doctor, a woman, with them when they arrived on their unannounced visit. The doctor - who was presumably supposed to declare the Nobel laureate fit and well - found that he had unusually high blood pressure. The police had to give up for the day.

In nearby Olaszyn, the emphasis was on private tragedy and muted public protest rather than on the bureaucratic farce in Gdansk. "No flowers, please," said the notice in the church; but the flowers came anyway for Mr Antonowicz, aged 19, who died last weekend of severe injuries to the brain.

Although such funerals have a way of eschewing ambiguity and declaring the victim a martyr, there is still considerable mystery about the circumstances of his death. Solidarity has put together a dossier of interviews with doctors and witnesses which claim that he was picked up on the night of October 19.

The police patrol said he was drunk, put him in the back of a patrol van and started to drive to a sobering-up station. The Solidarity version is that there was a scuffle which resulted in injuries to Antonowicz's skull, consistent with his being beaten by a rubber truncheon.

Informed sources say that the British Ambassador to Poland, Mr John Morgan, has become the first European Community envoy since Martial Law to hold talks with Mr Walesa.

The meeting came on October 16, three days after the parliamentary election.

## Mines kill 11 Colombo security men

Colombo - Seven policemen and four Sri Lankan soldiers were killed yesterday in two incidents in the Eastern Province, where their vehicles went over landmines believed buried by separatist Tamil guerrillas (Gambini Weerakoon writes).

The policemen died at Seruvila, near Trincomalee. Security forces cordoned off the area and sent helicopters to search for the guerrillas who had detonated the mine, but no arrests were reported.

The four soldiers died at Warkari near Batticaloa. Three others who were wounded had been rushed to a government hospital.

Meanwhile reports from Jaffna, the main town of the Northern Province, said that explosions were heard near the hotel where the committee appointed to monitor the ceasefire between the government forces and guerrillas had gathered to hear public complaints. The committee continued its business.

On Friday last week a naval officer, his wife and five others were killed in Trincomalee when their vehicle drove over a landmine.

The Government said 10 guerrillas were killed last week in the north-western province near Mannar town.

## Taxi driver buys freedom for East German friend

Bonn (Reuters) - A West German taxi driver has bought his way out of the East to the West for an East German friend in a clandestine cash deal with East Berlin - apparently the first such deal by a private citizen - a West German newspaper said today.

The *Wirtschaftliche Allgemeine Zeitung* quoted Herr Horst Fechter as saying he handed 60,000 marks (\$15,780) in savings to a contact man at a rendezvous in East Berlin at which he had to identify himself by the codename "Big Bear".

Herr Fechter's friend, Herr Reinhard Winter, was granted an East German exit visa shortly before Christmas, the paper said.

West Germany regularly secures emigration for East Germans by paying cash to East Berlin, but the Fechter case appears to be the first reported to involve a private citizen.

Herr Fechter, a taxi driver from near Hannover, believed the deal was arranged by East Germany's intelligence-gathering Ministry for State Security.

## 23 die as floods sweep US

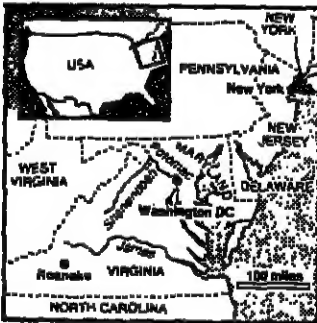
From Trevor Fishlock, New York

Twenty-three people were killed and thousands fled their homes as a storm caused serious flooding in several American states.

Hundreds of houses were submerged and some swept away as rivers burst their banks. Helicopters plucked several hundred people from rooftops.

The hardest-hit areas were in Virginia, West Virginia, Maryland, Pennsylvania and North Carolina. In some parts a state of emergency was declared.

The storm was the tail-end of Hurricane Juan. Hundreds of



roads were flooded, many of them under 15 ft of water. Sixty barges were torn from their moorings in the river at Pittsburgh.

Some riverside districts in Virginia were evacuated after six one-ton tanks of chlorine were washed into the James River.

Thousands of people were quartered in emergency shelters and many people stranded.

## Portugal's new premier warns of EEC task

From Martha de la Cal, Lisbon

Portugal's new Prime Minister, Senhor Anibal Cavaco Silva, and his Cabinet were sworn in yesterday by President Eanes. I is a minority government based on the 29.9 per cent of the vote the Social Democrats polled in last month's election.

In his acceptance speech, Senhor Cavaco Silva said that though his government did not have a majority in Parliament it had a clear mandate from the voters.

He knew the task of governing would not be easy because of the severe economic and social problems, which he described in detail, but "crises can be overcome and countries go on".

The Prime Minister called on opposition parties to co-operate in discussing the country's problems. He warned them not to "deliberately prevent the legitimate government from acting efficiently." The Socialists have already said they will vote against Senhor Cavaco Silva's programme.

The Prime Minister backed entry into the EEC, but reminded the Portuguese that it would not cure the country's ills without great effort.

He would protect Portugal's national interests in the EEC, and Portugal would "refuse to be given the role of poor relation in the Community". He called on the richer nations to help under-developed European countries.

## Alfonso gains 65 seats in national poll

From Douglas Tweedale, Buenos Aires

President Alfonso's Radical Party won 65 of the 127 seats contested in Sunday's Argentine election, increasing its majority in the 254-member Chamber of Deputies by one seat, according to the provisional results given below.

Party	% of vote	Seats won	Seats lost	Previous seats
Radicals	43.0	65	1	20/12
Peronists (2 factions)	30.0	46	1	21/10
Independents	12.1	5	6	-
Unaffiliated	3.2	1	2	-
Others (local or provincial)	13.6	7	13	2/10
Unaffiliated	1.5	1	1	-

## Shuttle returns from successful science mission

The space shuttle Challenger, carrying a record crew of eight, landed yesterday in California after a week-long scientific mission.

The 22nd shuttle flight, carrying five Americans, two West Germans and a Dutchman, carried out more than 70 experiments.

For the first time the scientific operations and payload were controlled from a centre outside the United States, the German Space Operations Centre at Oberpfaffenhofen, near Munich.

But the US National Aeronautics and Space Administration maintained control over the shuttle vehicle.

West Germany paid about \$64 million (\$44 million) to lease the shuttle's entire cargo containing the \$1 billion laboratory built by the European Space Agency.

## Troops patrol darkened Santiago after violence

Santiago (Reuters) - Hundreds of troops patrolled the darkened streets of Santiago after anti-government protests in which 34 people were injured and at least 150 arrested.

Demonstrators built barricades of rocks and flaming tyres in working-class districts, where residents heard bursts of gunfire and explosions. Four demonstrators were shot.

Soldiers in combat gear stood guard every 10 yards on some main roads while others patrolled in trucks and vans.

Shortly after 10.30pm the capital and large parts of central Chile were plunged into darkness by bomb attacks on powerlines. The blackout affected cities from Coquimbo to Chillan, 550 miles apart.

A telephone caller from a leftist guerrilla group, the Manuel Rodriguez Patriotic Front, told news organizations that it had sabotaged pylons as a gesture of support for the

## "I'M FASTING FOR THIS GENERATION"

Pete Townshend



"After the success of 'Live Aid' it is obvious that a vast amount of people will no longer tolerate millions suffering hunger while food lies in store."

"We must keep up the pressure on World Governments. That's why I am taking part in Oxfam's national fast. A lot of people can make a lot of noise."

Pete Townshend is hungry for change. He is joining with thousands of others in a 24 hour fast during the weekend of November 15, 16 and 17 in Oxfam's second Hungry for Change FAST.

The past 12 months have shown how much people in this country care about World Hunger. Everyone knows we need change - a change to give

hope to the hungry and a change in the attitudes of governments towards them. Last year's experience of fasting for one day allowed people to

understand a little better the appalling fate of the 750 million people who suffer hunger every day without choice.

At the same time, through sponsorship, they raised valuable funds for Oxfam development projects overseas.

It is our intention that this year's fast should represent a massive expression of concern - of a nation hungry for change.

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هكذا من الأهل



**From Mario Modiano, Athens**

## Tense climax to world chess

**By Raymond Keene**

## Greenpeace deal denied

A grainy, high-contrast black and white photograph showing a dense crowd of people. In the upper right corner, there is a rectangular sign with Arabic text that reads "هكذا من الأهل" (Thus from the family). The image is very dark and noisy, with many people's faces and features obscured by shadows and the high contrast of the film. The overall impression is one of a chaotic or crowded scene, possibly a protest or a public gathering.

**Bavarian country women in local costume travelling in a hay wagon to church in Bad Tölz yesterday to celebrate the festival of St Leonhard, patron saint of animals.**

**From Michael Hamlyn**

As in the recent Punjab elections, it would suit Mr Gandhi's if the Assamese Party, should win the election, as it would then have the responsibility of bringing the state back to full normality.

On the same day as the Assam elections there will be by-elections to fill six Lok Sabha (Lower House) seats and 11 Assembly seats.

## Cabinet backs curbs on multi-job MPs

**From Diana Geddes, Paris**

A Bill to restrict to two the number of elective posts an MP may hold, and to three the number held by local councillors, was approved yesterday by the French Cabinet.

French MPs are notorious for accumulating elective posts and the salaries that go with them, with the result that some posts are neglected. Decentralization and the increase in the powers and responsibilities of local authorities has made the need for reform.

Many well-known right-wing MPs are among the worst "offenders". M Jean Lecanuet, for example, best known as president of the centre-right UDF party, is also a senator, a member of the European Parliament, Mayor of Rouen, president of the Seine-Maritime departmental (county) council, and a regional councillor, for all of which he is said to receive a total of 61,500 francs a month, or £66,000 a year, plus the use of official cars, travelling expenses and so on.

M Alain Carignon, the up-and-coming young Gaullist RPR Mayor of Grenoble, is also president of the Isère departmental council, a regional councillor, and an MEP.

M René Monory, Finance Minister under former President Valéry Giscard d'Estaing, is a senator, president of the Vienne departmental council, president of the Charente-Poi-

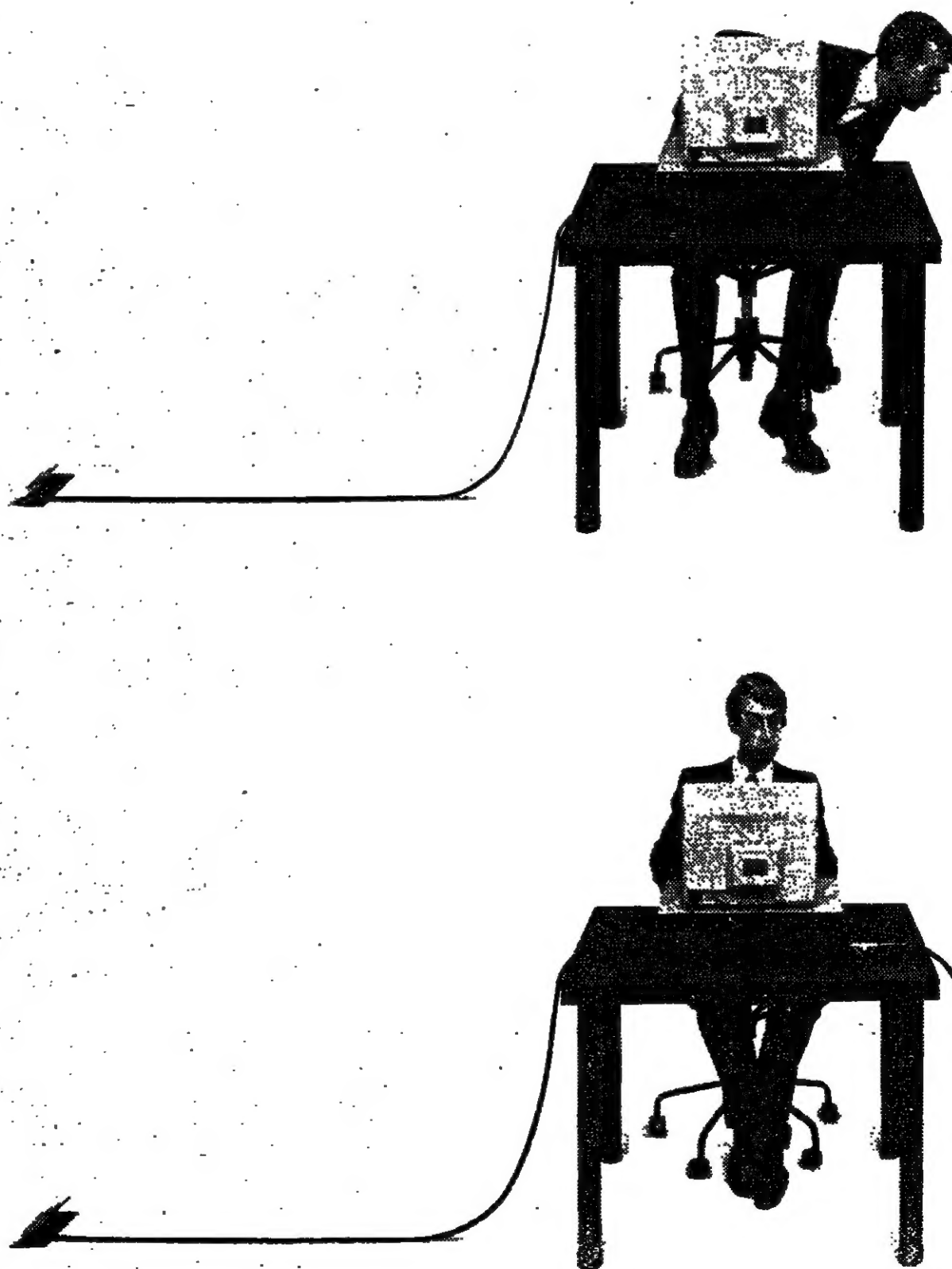
Under the proposed law, no deputy or senator will be able to hold more than one of the following elective offices: European MP, regional councillor, departmental councillor, councillor of Paris, mayor of a town of more than 9,000 people, deputy mayor of a town of more than 100,000.

Local councillors, other than those in Paris, will be banned from holding more than two of these offices. The Bill also seeks to prevent one person from being president of the regional council and president of the departmental council.

Those holding more than the allowed number of elective offices when the Bill becomes law will not be required to resign any of them immediately but will have to stand down when a relevant post comes up for re-election.

The opposition is divided over the Bill, which is to have its first reading on November 27. M. François Leotard, secretary general of the Giscardian Parti Republicain, one of the main constituents of the centre-right UDF, has already said he will vote for the Bill.

However, the RPR party is hostile, accusing the Socialists of trying to limit the effects of the opposition's predicted victory in March, when parliamentary and regional elections will be held on the same day.



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## THE ARTS

The radical painter R. B. Kitaj returns to the limelight with a show that opens tomorrow

## The quiet approach

R. B. Kitaj likes to be alone. He changes his telephone number every six months, and usually insists on answering any questions by post. (And that is not by return, as he likes to ruminate. The biography of him just published reduces the author to a perfect status.) "I'm what you call an urban hermit," says the painter. "I did all my travelling as a sailor in my youth."

This does not mean, however, that Kitaj is a solitary stage-home, working by candle-light, venturing out only at twilight. Every morning at around seven he drops in for his breakfast at a nearby cafe in Chelsea. Called the "Up-All-Night", it is by definition empty at that time, the revellers having gone home, and he can enjoy his breakfast of "Rock-bun smothered in butter" at his leisure. Sometimes he bumps into Francis Bacon on the way, as he lives around the corner, a prospect that might disturb a lesser urban hermit.

American-born, although he has lived in London for the best part of 25 years, Kitaj has been described variously by critics as "by a long way the most inventive of living representational painters" and "the most genuinely radical of his generation". Over the last ten years, however, Kitaj's camouflage has become so effective that the world could be forgiven for thinking he had disappeared altogether. However, the decade in question has been perhaps the most momentous of his life. In it he has got married and fathered a son after a 20 year gap, and embarked on the most ambitious phase of his career. An exhibition starting tomorrow should put his name firmly back on the art map.

The visitor intent on asking questions face to face, and who expects to be answered by a snarl, is in for a pleasant surprise. Although at 53 he looks rather like a lion, his face having adopted a permanent frown, and his hair radiating in a somewhat disturbing fashion from a crown on the side of his head, it immediately becomes apparent that he is of the biblical variety of lion: the gentle sort that sits at the feet of scholars in medieval manuscripts, and comes up to you mournfully with a thorn in its paw.

"I'm from that half of humanity that takes its time:

my pictures can take years to make" is how he explains his period of silence. "But James Joyce took 16 years to write *Finnegans Wake* and 11 for *Ulysses*," Quoting Cézanne, he adds: "I think I know where I'm rowing. You begin to see the other side as you get older."

One of the challenges he has been tussling with is the designing of a 60-foot safety curtain for the Old Vic. Never one to opt for the easy subject, he has chosen *Hamlet* as his theme and has re-read the play with fervour. Propped up against the wall in his upstairs studio is a row of tall panels showing the single figures of Hamlet, his father and Ophelia in bright Kitaj colours - deep greens, yellows, reds, with some assistance from a Minoan colour-scheme he once saw.

*Hamlet* is light relief compared with Kitaj's main preoccupation, however: it is the ultimate subject of all for someone of his origins: what he calls the Jewish Passion, or Holocaust. His interest stems from the fact that many of his family and friends are or were Jewish refugees. Half the works at the exhibition are on this subject, painted from a trendy backless chair, which lowers him into a suitably devotional kneeling position.

So far the subject has been covered in literature by authors like Bellow and Roth, but not yet by painters. "Because the thing is so unspeakable it is almost impossible to find a language for it. I am in the business of finding metaphors for whatever I like, as were each of the painters who depicted the crucifixion. It's early days. I'm more likely than not to fall on my face."

And then, with understated Jewish humour, "Maybe after my Jewish period I'll enter a yellow period instead."

At least he can rest assured that Christian painters were slow to tackle the Crucifixion. "I have made the startling discovery that there was no representation of it for 500 years after Christ's death." So far, only forty years after the Second World War, Kitaj has been trying to devise an equivalent symbol for the Cross. Small pastel drawings on the theme, with black outlines like stained glass (more than a passing tribute to Rouault) cluster in one corner.

"The chimney form kept



R. B. Kitaj in his studio: "I am in the business of finding metaphors"

recurring, as so many people went up in smoke", he says. The chimney shape also reminds him of an inkwell, and can therefore make a double reference, both to the learning of the Jews and to their destruction.

"Both chimneys and inkwells have plumes", he reflects.

The most powerful Holocaust painting planned for the show is the 8½-foot high *Self-portrait as a Woman*. Here a female form is seen from behind, naked except for shoes and socks, and a placard which hangs down her chest. "It's based on a certain little horror you come across in the photographs of Holocaust literature", he explains. "When a girl was caught sleeping with a Jew, they put a placard on her. I thought of her as a heroine, and so decided to make myself that heroine, walking through a pretty little German town."

The face of the heroine, seen in profile, also bears a strong resemblance to Kitaj's beautiful young wife Sandra Fisher. Also

American, she is a painter in her own right, and along with their one-year-old son Max takes Kitaj's mind on to the less taxing issues of nappy-changing and bath-time.

After living together for 14 years, two years ago Sandra and "RB" (as she calls him) decided to get married. Although "I'm not a believer, the question of what is a Jew will never be resolved", they chose a synagogue. "To be married in such a place you've got to have 10 Jewish men, so I had my friends the artists Frank Auerbach and Leon Kossoff. The only one who could be Christian was the best man, so I chose David Hockney."

Hockney has been a close friend for over 20 years, since they were both at the Royal College of Art. Kitaj recalls their first meeting: "I saw this drawing of a skeleton and thought it was the most beautiful thing I'd seen."

Although Hockney's sketches of Kitaj's two grown-up children are still on the wall, there is a gap where the skeleton should hang. For, although he succeeds in controlling his privacy, Kitaj plays the miser when it comes to his collection, which is an impressive array of work by his friends. And so the skeleton is out at an exhibition, and he has not seen his Hodgkin for three years. "I keep thinking I don't want to own anything any more, and giving the picture away to museums", he says; then on reflection decides he had better stop in order to have something left over for Max when he grows up.

Sarah Jane Checkland

Kitaj's work is on show at Marlborough Fine Arts from tomorrow: R. B. Kitaj by Marco Livingstone is published by Phaidon at £4.45.

## Theatre

### Illusions of luxury

This Side of Paradise

Old Red Lion

With a work as saturated in luxury objects and fancy locations as Scott Fitzgerald's first novel, the only feasible alternative for an adapter is to present everything or nothing; and it is pretty obvious which you are going to get from a company called *Empty Space*.

Apart from a few bentwood chairs and the occasional set of spectacle frames, everything in the story, from the car in which the drunken Dick kills himself to the last match with which Amory lights up Eleanor's face, is mimed by the hard-doubling company of six. The style is absolutely consistent and it achieves the particular impact which rewards illusion created with the minimum means. The more elaborate the scene, the more powerful the effect; especially as the director-adaptor, Andrew Holmes, excels in scenes of orchestrated background conversation, and the combination of lighting and voices to evoke crowded public places, from the Princetown campus to railway stations and New York clubs.

The company are not so hot in distinguishing one character from another (it is always a

relief when Nigel Hollidge dons a crucifix, thus unmistakably identifying himself with the hero's Jesuit guardian); nor, more seriously, is there any clear reason why the figure of Amory should occupy the central position. He is supposed to be charming and fascinating as well as snobbishly immature, but the positive characteristics are signally lacking from Daniel Kronenberg's foxily self-obsessed performance. You have to take it on trust that he is irresistible to every girl who crosses his path, and a star to his Princeton side-kicks.

With that reservation, the performance offers a lucid analysis of a juvenile egoist learning to play the status game. Watch Mr Kronenberg as he gets his exam results and invites his friends to study his face "for primitive emotions", as he opens the envelope. He has failed: they turn their backs on him; and his face duly twists up despite his assumed poise. A citizen of a bubble era, Amory is himself a bubble, continually deflated (as doting girls turn out to be critics, and life fails to come up with the rewards he sees as his rightful due). Also, this actor knows how to speak the gracious language of the period as a verbal equivalent of those wide, sporty trousers and two-tone shoes.

Irving Wardle

## Principles and politics

Devil's Peak

Croydon Warehouse

God has not smiled on the Jones family, poor whites from Cape Town. Of the three grown-up children, one is a long-term schizophrenic in an institution, his identical twin brother is a deserter fighting the "ters" in Angola, and their elder sister, whom we first see cheating at patience and teasing her IQ in a 25th storey "luxury shanty" in the Devil's Peak district, is a vividly dim media-person turned prostitute.

Preparing to entertain a government bigwig one afternoon, she is startled by the arrival of her uniformed brother who, weary from travelling, accepts crisps, cornflakes and jelly but declines kippers. James Last and Mogadon before falling asleep on the sofa. Shaken awake and dispatched for the duration of her client's visit to the block's laundry room, he blurts out that he has gone AWOL from his unit. The newly arrived politician has

problems of his own - when a phone call alerts him of the death of his son, killed while policing a black township.

As a small throb of South African agony, Allan Leas's play is notably more successful at portraying family relationships than at illuminating political quandaries: the scenes of sibling affection (and later, antagonism) between Mavoumenc Bryceland and Mr Leas playing his own creation are very good; the philosophical exchanges between Miss Bryceland and Peter Cartwright's grimly principled politician are not so good; with countless "winds of change" gusting through the dialogue - although the latter does have the play's best line when, clawing through an illicit copy of *Majalah* magazine, he exclaims: "These English have got the morals of a herd of pigs!"

It is a rare treat to see Brian Astbury's production so late in its run, when its well-oiled machinery is humming along on auto-pilot.

Martin Cropper

## Television

### Abstracting American techniques

The most interesting aspect of New York painting was its sudden dominance, in a period which roughly coincided with America's hegemony as an imperial power. But another reason, according to a commentator in last night's *Another America* (Painters' Painting (Channel 4)), was that those particular painters of the 1960s and early 1970s "took hold of the issue of abstract art": another observer suggested that abstraction was the quintessentially American element.

And so we might plausibly construct the thesis: America equals abstraction. This was no doubt why Willem de Kooning, one of the many European painters who crossed the Atlantic, described the United States as "a very light place": one of the small phrases which made this documentary so engaging.

Perhaps this is the strength of America, and therefore of American painting: it is abstract in the sense that it has escaped from ordinary versions of human experience and of social tradition. This means that the painting embraces form at the same time as it disavows suffering or difficulty: it elaborates upon the idea of painterly technique at the same time as it avoids questions of meaning or responsibility.

Anyone can argue about aesthetics, however, and the central interest of the programme was on a less sophisticated level - here for the first time were congregated the great exponents of American art, among them Stella, Rauschenberg, Warhol, and de Kooning.

It was therefore invaluable simply as an historical record, and those who are only too willing to denigrate or condemn the work of avant-garde artists should have noted the fact that those involved in the exploration of abstract art and more serious, more forceful (and infinitely more interesting) than those who parrot the usual populist clichés.

Of course most of those artists now seem part of an epoch long since gone (as did the rather self-conscious technique of this programme's technicians), but this has only served to enhance the importance of their work as part of a larger culture which has changed, for better or for worse, everyone's way of seeing the world.

Peter Ackroyd

## Fires of London/Bauer-Schenk

Queen Elizabeth Hall

How to get a decent crowd to a first performance of a work by a youngish composer of abundant talent, is scarcely yet a household name? Well, the *Fires of London* did it simply by inviting along someone who is, namely Elisabeth Söderström, who gave memorable performances of song-cycles by Peter Maxwell Davies and Shostakovich.

More of those later, however, for pride of place must go by rights to the new work, Brian Elias's *Givens*, a substantial instrumental piece inspired by ancient Greek dance. Elias has created something of powerful originality, a music that rejoices in its fast outer movements with appositely ebullient solos which exploded from some skilfully variegated textures.

But all is not exuberance: the central movement, sub-titled "Adonidia" (a lament for Adonis) is wrecked by grief. Particularly telling here is the wailing, chillingly at both extremes of its register. And at the beginning and end of the entire work the basic harmonies from which the piece is built are presented in linear fashion and in disembodied manner, somehow giving *Givens* an air of impersonal ritual that, however, only draws the listener further inward to its heart.

Having got there, though, he will not experience the same still quiet that lies at the centre of Davies's cycle for soprano, alto flute, mandolin, guitar and percussion. *Fiddlers at the Wedding* (1973). Here ordinary, everyday things in Orcaean life take on vast and mysterious significance; man and the soil, sea and sky. Miss Söderström sang Davies's ornate though purely instinctive vocal lines with a native's sensitivity to George Mackay Brown's words, while the *Fires* under Gunther Bauer-Schenk responded with equal refinement.

The imagery was more overtly dramatic in Shostako-

vich's *Seven Romances of poems of Aleksandr Blok*, composed in 1967 and showing its vintage through its obsessive darkness and desolation. Söderström unleashed a marvellous range of emotions here: in the power and terror of "Gamayan, the Prophet Bird", for example, or in the deep melancholy of "The City is Sleeping". Once again the *Fires*, here reduced to a piano trio heard song by song in every possible combination, were aptly partners. Without Söderström, they also expertly gave Edison Denisov's compelling Piano Trio of 1971, a concentrated work showing the influence of Ligeti.

Stephen Pettitt

LPO/Svetlanov Festival Hall

The meeting of Alfred Brendel and Yevgeny Svetlanov is a sight worth seeing and a sound worth hearing, as Nottingham will discover tonight in their repeat programme. A pianist of himself, Svetlanov, a delight similar to Brendel's in kindling mental pattern into physical phenomenon: when the two work together, sparks fly.

Take the finale of Beethoven's Third Piano Concerto, for instance. Svetlanov gleefully played with its rondo as with a perfectly-oiled working model. Brendel, for his part, was the Heath Robinson who activated its complexity and wit, deftly flipping every switch in sight, from the first impish note to the last sudden Presto.

The first two movements, the Allegro dense and driven, the Largo unusually taut, had provided the charge for this release of energy. At first near obsessed with weight and counter-weight, would be answered by Brendel's breaking down of each hard demarcation into crystallized fragments.

Then at the end of the cadenza, Brendel would create an extraordinary moment of apparent dissolution, as trill and passage-

## Concerts

work revealed a sudden, deceptive fragility. In the Largo, on the other hand, a stretch of passagework would be rigorously tutored as if to sustain more firmly the layers of dialogue-in-between.

After the interval, attention was focused entirely on Svetlanov and the London Philharmonic. It was good to hear Glazunov's *Lyric Poem*.

The baton was taken up again for Tchaikovsky's Fantasy after

Dante, Francesca da Rimini. If there is, as Dante's Francesca says, "greater sorrow than to remember happy times in misery", then Robert Hill's clarinet testified eloquently to music's power to transmute grief into melancholy. The wholly pleasurable sorrow of his solo was met on both sides by powerfully amassed orchestral storms, rhythmic figures knocking against each other with thrillingly sustained accuracy and brilliance.

Hilary Finch

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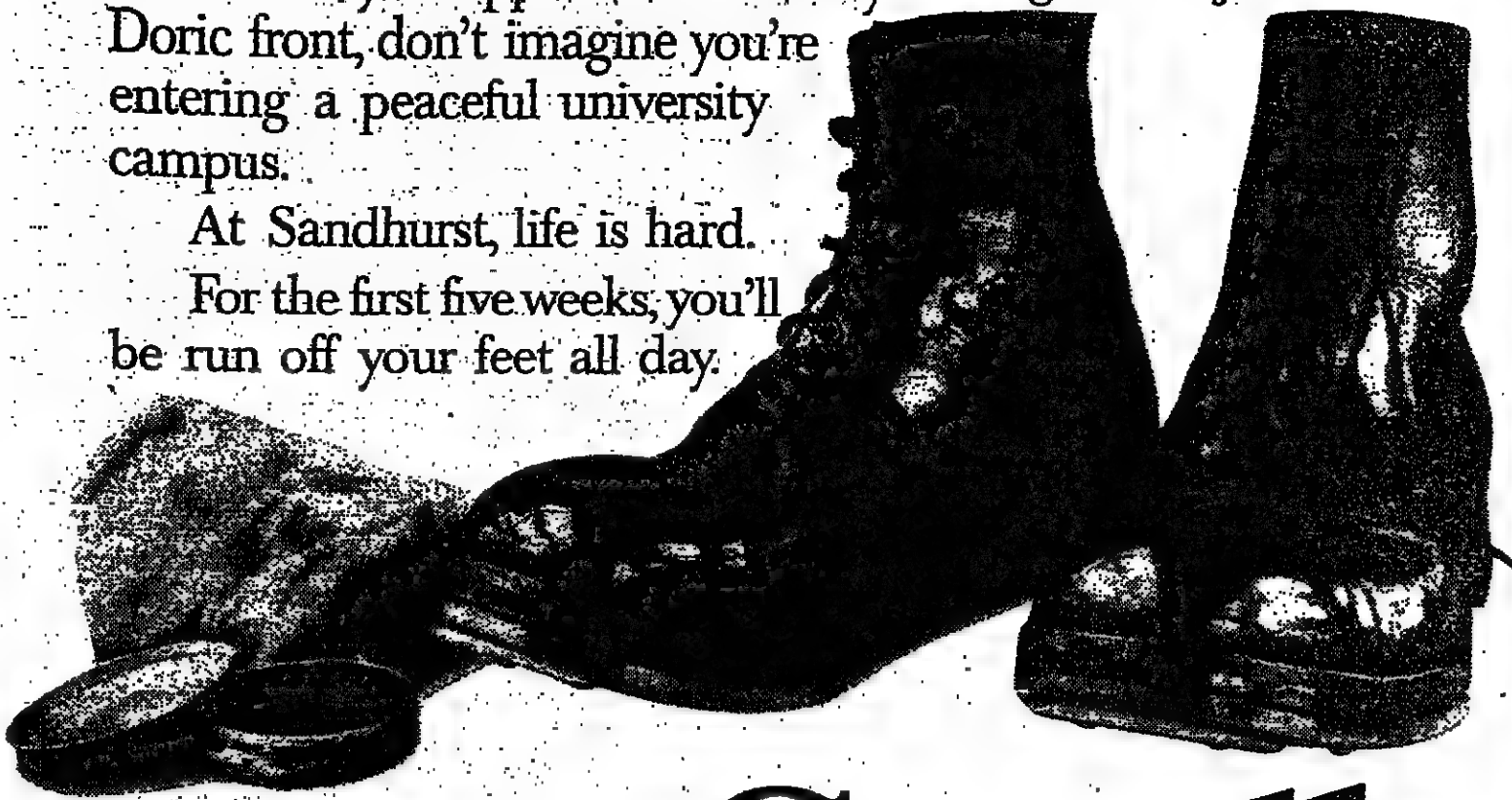
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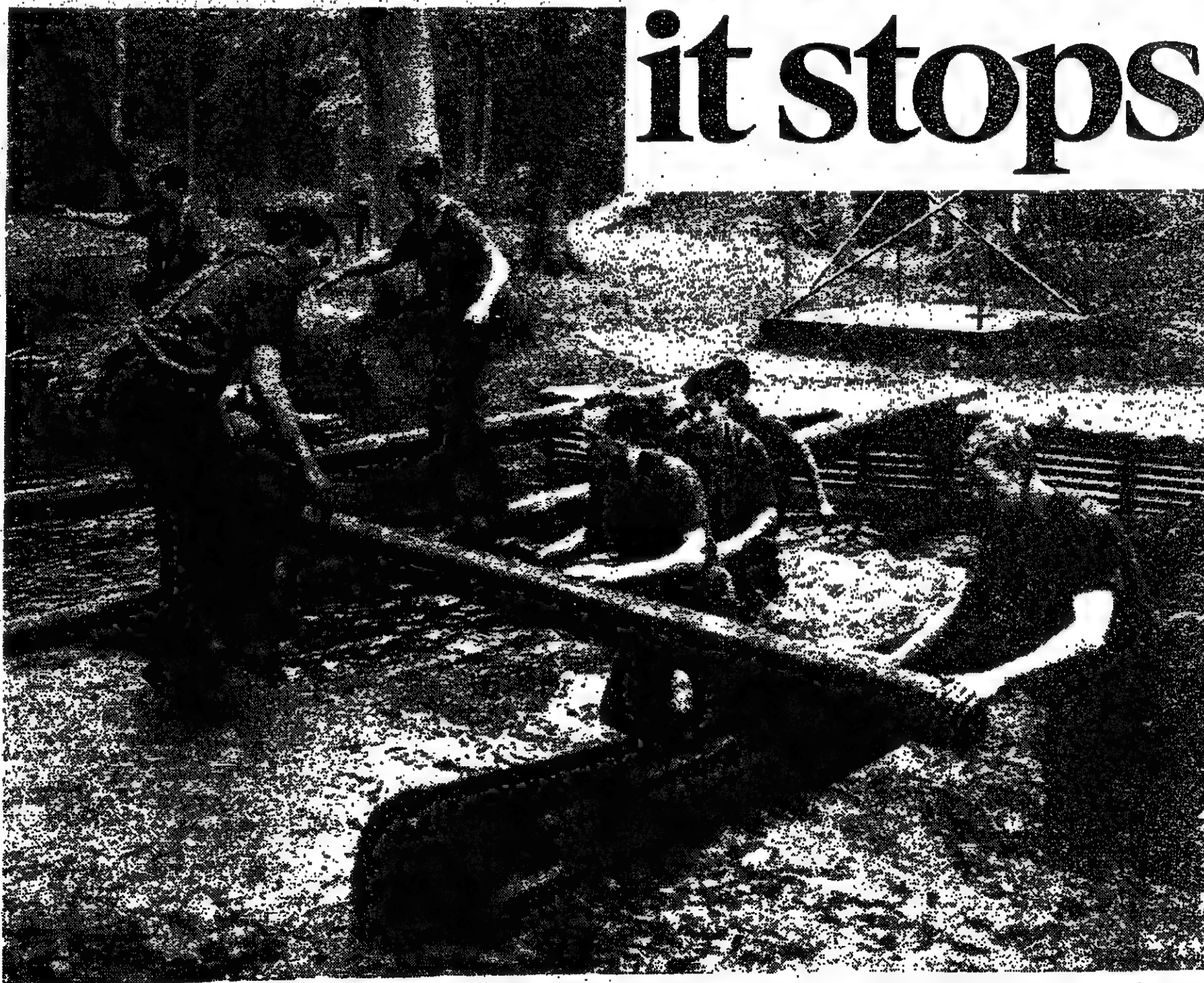
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## SPECTRUM

## The top doctor's dilemma

The Times  
Profile:  
Donald  
Acheson

More than anyone else, Dr Donald Acheson knows the true scale of the public health crisis that the Aids epidemic threatens in Britain. More than anything else, the huge social implications of the disease - already traumatizing society in the United States - will overshadow his term as Chief Medical Officer of the Department of Health.

He is the government doctor to whom politicians, the medical profession and the public are looking for advice in forming the nation's defences against the remorseless spread of the disease.

The pressure on Dr Acheson to come up with the correct prescription is enormous. The consequences of getting it wrong are unthinkable.

When he moved less than two years ago into his seventh floor office, with its gloomy outlook over London's shabby Elephant and Castle, there were 28 cases of acquired immune deficiency syndrome in the country.

Today 121 people are dead and another 124 confirmed cases face death. There are believed to be another 10,000 people with signs of the infection and, over the next three years, at least 2,000 of them will become terminal cases. There will also be many thousands of new carriers.

Even with all the statistics at his disposal, Dr Acheson cannot predict when the soaring graph of new sufferers and inevitable deaths will reach its peak.

But he can foresee that when he retires from his post, in a maximum of six years' time, there is unlikely to be an effective treatment or vaccine.

No what can he hope to achieve between now and then? Donald Acheson's prime role is to advise Ministers on innumerable aspects of public health policy. He has no executive powers, no budget.

But he does have influence. It is his ability and willingness to use that influence - on politicians, the medical profession and the public - which will help shape the health of the nation in these next anxious years.

Essential to that influence is Dr Acheson's credibility. Since taking office, he has been trying to convince Ministers of the serious risks of Aids and the need for strong and urgent action.

At the same time he has been struggling to damp down public alarm - frequently fanned to near-hysteria by "gay plague" tabloid headlines - with meticulously careful public statements.

Such is Donald Acheson's reputation that few people in the higher ranks of science and medicine doubt that he could be the most effective Chief Medical Officer in decades. One highly-qualified observer says: "The Government is damned lucky to have got him."

Acheson is a scientist with vast experience and unique qualifications. The son of an Ulster doctor, born and raised in Belfast, educated in Edinburgh and Oxford, he has been an expert in the study of disease for more than 20 years.

From professor of clinical epidemiology at Southampton University he went on to become the foundation



The Government's doctor: 'I'm putting my reputation on the line quite frequently in this job'

## BIOGRAPHY

1926: Born in Belfast, son of Dr Malcolm Acheson, MC, and Dorothy Ransdown.

1938: Educated at Merchiston Castle boarding school, Edinburgh, and Brasenose College, Oxford.

1951: Qualified as a medical practitioner.

1955: Married Barbara Castle, a staff

nurse at the Middlesex Hospital, London, where he was a physician. They have five daughters and a son.

1962: Became director of the medical record linkage study at Oxford.

1968: Published his research into multiple sclerosis.

1968: Became professor of clinical epidemiology at Southampton University, and foundation dean of the faculty of medicine.

1978: Appointed director of the Medical Research Council's environmental epidemiology unit at Southampton, and member of the Royal Commission on environmental pollution.

1981: Became chairman of Southampton and South West Hampshire District Health Authority.

1983: Appointed Chief Medical Officer, Department of Health and Social Security.

dean of the university's new medical school in 1968. There he made what one former colleague describes as "an outstanding contribution to broadening the teaching of medical students."

In 1979 he became director of the Medical Research Council's environmental epidemiology unit at Southampton, one of the country's most important health research centres.

His research there with Professor Martin Gardner on the health risks of asbestos led to a ban on blue and brown asbestos imports and the introduction of stringent safety standards.

He was chairman of a study group which investigated primary health care in inner London and, in 1981, put forward an extraordinary report, with 115 recommendations for urgent change. They ranged from retirement of family doctors at 65 to sweeping changes affecting hospitals, surgeries and community nursing.

Dr Acheson went on to become chairman of the Southampton and South West Hampshire District Health Authority until 1983. When he accepted the job of Chief Medical Officer at the Department of Health, he was, says one senior medical

figure, "beyond doubt the best choice".

Throughout his career, Donald Acheson's leitmotiv has been to apply a methodical, scientific approach to every problem, scrutinizing each grain of evidence, and coming steadily towards a conclusion.

Today he is trying to apply those same principles to his role as medical adviser to the Government. But, as he has discovered, there are difficulties. "I feel I'm putting my reputation on the line in public quite frequently in this job," he says. "If my scientific credibility goes nobody will believe me. So I must personally satisfy myself of the evidence on every issue."

Such caution, instinctive in the best scientists, is prompted not merely by defence of his reputation. Much more is at stake. The wrong advice to Ministers on Aids could result in catastrophic errors in health policy. A wrong word in public could undo months of work. Even so, some doctors feel he was too slow in acting to protect haemophiliacs from contaminated blood products.

Dr Acheson's determination to avoid mistakes has led to some bruising confrontations with colleagues and advisers within the department. Normally soft-spoken and amiable, he is capable of the most ruthless grilling of those who sit around his conference table.

Civil servants unused to the third degree have left such meetings badly shaken. But he seeks their understanding. "I'm not trying to demolish their point of view," he explains. "It's my way of finding things out."

"I hope people understand that cross-examining them in a rather aggressive way is how I learn to change my own views."

"The key thing is deciding what you want done. It's essential to get the main issues to the top of the pile and not let the details engulf you."

Dr Acheson itemizes willpower, patience and "a touch of passion" as three of the most important qualities to employ in his work. Undoubtedly he has all three, but his patience evaporates when he detects a whiff of laissez-faire among bureaucrats.

As the foundation dean at the faculty of medicine at Southampton University during the 1970s, and then as chairman of the Southampton and

South West Hampshire District Health Authority, he became enraged when local officials referred to "normal slippage".

"It made me almost apoplectic. They would say a new hospital was scheduled to be completed by 1981, but with 'normal slippage' that would, in fact, mean it wouldn't be ready until 1984."

"I saw red. Once you get people thinking that way, it shows something is deeply wrong."

With the number of Aids cases doubling in Britain every six months, Dr Acheson cannot allow even a hint of such attitudes to survive around him. The national introduction on October 14 of tests to screen the blood of donors for traces of the Aids virus was a remarkable example of how he has succeeded in having targets met. The date was set six months earlier, posing a colossal task for the blood transfusion service, the public health laboratory service, and civil servants at the Department. It was achieved exactly on schedule.

Dr Acheson has helped to persuade Ministers to double government spending on Aids to another £1 million. He has pushed through precise guidelines for everyone at risk, from laboratory staff handling samples and nurses caring for patients, to the high-risk groups of homosexuals, haemophiliacs, drug abusers and their sexual contacts and families.

He has defended the confidentiality of all patients and worked very hard to win the co-operation of all groups, particularly homosexuals. It's essential to work with the gay community, rather than against them," he says.

"The talks we have had with them have been very good. They are most admirable people in their sense of responsibility."

"If you react to the people at risk in a hostile way, they will be alienated and not come forward for diagnosis and advice, and may be tempted to behave in an irresponsible way."

Dr Acheson is convinced that the key to controlling the spread of Aids is to change sexual behaviour. While imposing no moral tone, he makes it clear that society must become less promiscuous in order to protect itself.

He has been the chief advocate of a massive government publicity campaign, now in the final stages of preparation, which will soon be launched to hammer the message home to the public.

The strongest appeal to him of the Chief Medical Officer's job is the unrivalled chance to influence medical policy. "If it is true that the CMO has no power or money, he can wield influence if he plays his cards correctly," he says.

But many doctors resented the dose of unpalatable medicine he forced on them earlier this year with the Government's limited list of drugs that could freely be prescribed.

Some felt he had all too easily made the transition from being one of their own to being an unsympathetic "one of them" in Whitehall.

Though the current view from within the British Medical Association is that he may have been prematurely judged, a wariness remains. On Aids, however, there is no criticism.

His own view is: "My first priority must be to ensure that a source of unbiased objective advice on scientific matters related to medicine and health is always available to Ministers within the government machine."

"It is for Ministers themselves to decide how to use it."

Thomson Prentice

## Writer who turned over a new leaf

Hammond Innes, the author whose books swallow timber by the ton, has a passion for planting trees, writes Sally Brompton

"Books are nothing but timber with squiggles on," declares Ralph Hammond Innes. "I have no idea how many trees I may be responsible for having destroyed - and I don't want to know."

He is described as the world's greatest adventure novelist, having sold around two million copies of each of his 28 books. An awesome number of forests have doubtlessly been felled on his behalf, something that Hammond Innes, aged 72, cares about more strongly than most other authors. For while writing is his livelihood and reason d'être, trees are his passion and his sanctuary.

He has been planting forests for almost 30 years, owns well over 1,000 acres of land and is responsible for the cultivation of a million and a half trees in Wales, Suffolk and Australia.

He admits that he has been waiting for a long time to combine the two great loves of his life - by incorporating trees in one of his books. He has finally succeeded with his latest novel, *High Stand* (Collins, £9.95) which takes the preservation of red cedars in British Columbia as its theme.

Hammond Innes's love affair with trees began in the mid-1950s when he witnessed the horrifying effects of deforestation in the Middle East. With awareness came the determination to do something about it. In 1956 he invested some of his royalties in three plots of derelict land - two in Wales totalling about 300 acres and another 230 acres near his 16th century home in Suffolk.

He did considerable research into forestry and then spent two weeks in British Columbia travelling in the firs around Vancouver Island in a coast-guard cutter. "I have probably got a better picture of Canadian forestry than any forester in this country," he says.

We met at his converted barn in the western mountains of Wales. "It's very nice to be able to see that you're turned a section of the Ordnance Survey map from white to green," he says.

"I get an enormous sense of relaxation from the trees. My association with trees down here is very sensitive to the fact that one needs something quite elementary in one's life to relax, to recharge the batteries and to keep a sense of proportion with the world. I think it's very important to have two feet firmly bedded in nature. It is a feeling he shares with his wife, Dorothy, a former actress and a writer."

He is deeply concerned about how few people are aware of the threat to the world's forests. "If we're going to support a population this size with the timber consumption to which it is accustomed, then we've got to grow more timber," he says.

"Russia has already stopped me as just a way of life."

indiscriminate felling. It used to fell and export the timber to Finland where it would be turned into pulp and exported to us. Now all the countries that were exporting timber to us are having to use it for their own purposes. Most of Europe is beginning to import timber. Well, where is it coming from?"

"The Third World countries, where timber can grow fast and using it more and more for heating. They need a great amount of timber to make charcoal for cooking. In Britain, people are buying wood-burning stoves without thinking where they are going to get the fuel."

Even Canada, a prime territory for forestry, has been caught unaware. While private companies have replanted trees on their own land for financial regeneration, the government, in the past, rented out its forests to timber fellers who did nothing to ensure a new generation of trees.

"Now, the Canadian government is in one hell of a mess," says Hammond Innes. "They're involved in terrific expenditure on replanting."

Innes: "Trees to me are just a way of life."

One of the problems, he says, is the inability of politicians to think 50 or 60 years ahead - the length of maturity for an average tree.

"It doesn't worry me that I won't see most of my trees mature," he says. "It would worry me much more if I hadn't planted them."

But forestry is an expensive business. He estimates that he has spent between £10,000 and £20,000 a year on his trees for the past 29 years - not including the cost of drainage.

"In a sense, it is farming on a big scale with no return, coming in at all. Looking at it as an investment, however, it's a marvelous thing to feel that you can get on with your writing without worrying about the future because it's growing."

He is worried, however, about the "new breed" currently investing in forestry - the pension funds, trade unions and insurance companies. "They think of it as an actuality, they like everything in figures in front of them. But you can't do that with forestry. Anything you put down on paper is going to be disproved by the trees or the market."

Personally, his enjoyment is in growing the trees, creating a forest out of nothing. "I find that extremely satisfying. But I doubt whether what I've planted will ever replace what I've used up in terms of books. Trees to me are just a way of life."

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## A ship to sail back in time

A full-sized replica of an ancient Greek merchant ship, built to retrace the last voyage of the original which was sunk by pirates off the coast of Cyprus some 2,200 years ago, has just completed sea trials. The ship will need modifications before attempting its historic journey.

"We have no doubt she can negotiate a long voyage in the Aegean and reach Cyprus, but before she sets out she must certainly undergo winter sea trials in rough weather of up to force eight winds," said Harry Tzallas, president of the Hellenic Institute for the Preservation of Nautical Tradition, which is sponsoring the project jointly with the American Institute of Nautical Archaeology.

The re-enactment of this ancient adventure was made possible by the discovery of the original ship in 1967 on the seabed off Kyrenia, in Northern



Ship-shape and Greek fashion: the Kyrenia II

Cyprus. She lay there after scuttling during an attack by pirates around 300 BC, the hull remarkably well preserved by fine muddy sand.

A team of experts led by Professor Michael Kaziev salvaged the rare ship and cargo.

Then, with the help of Professor J. Richard Steffy, an expert in ancient shipbuilding, its 3,000 fragments were painstakingly reassembled. Work began in 1982.

Professor Kaziev said: "We followed the ancient method known as 'shell-first'. Unlike contemporary boat-builders, who bolt the keel and frames together to form a skeleton, the keel and the outside planks were joined first, and the frames added inside. No nails were used."

The original plan had been to load the replica, named the Kyrenia II, with the same kind of cargo carried by its prototype on its voyage to Cyprus - 400 amphorae of oil from Samos and wine from Rhodes, sacks of almonds, 30 iron blooms and 29 milliones from the island of Nisyros to use as ballast.

"We had difficulty in locating Greek potters who could imitate the jars found in the original wreck, but we discovered one in Cyprus," said Harry Tzallas. "The ship may, therefore, have to use ballast on the journey out, and take on the jars for the trip back."

The Kyrenia II should set sail next spring. A Greek warship will escort her all the way to Cyprus to spare her the same fate as the original.

Mario Modiano

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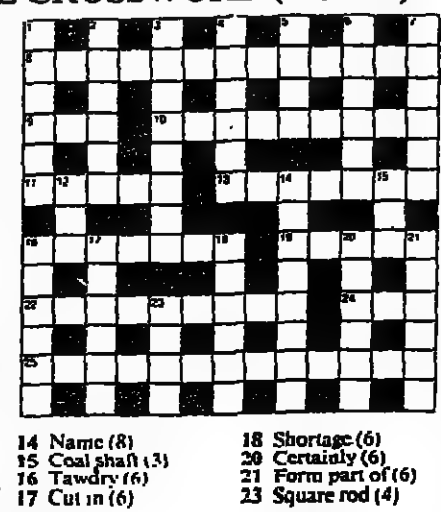
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## CONCISE CROSSWORD (No 794)

ACROSS  
8 Sainpaulia (7,6)  
9 Solvay (3)  
10 Morally improper (9)  
11 Muslim priests (5,5)  
12 Firearms music (7)  
16 Edged round (7)  
19 Top drawer (3)  
22 In conformity (9)  
24 Touch lightly (13)  
25 Richard III's last battle (8,5)

DOWN  
1 Compulsive talker (9)  
2 Source (6)  
3 Alike familiar (8)  
4 Aim (6)  
5 Possessing (4)  
6 Hackneyed phrase (6)  
7 Gramophone needle (6)  
12 Moose (3)



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DOWN: 1 Bake 2 Carbuncle 3 Earth 4 Picks 5 Real 6 Aggro 10 Doing 11 Idiom 12 Mahdi 13 Trickster 14 Ways 15 Shoe 18 Venom 20 Ingle 21 Mire 22 Lame 23 Qwed

هكذا من المفضل



## Little art of ice-cold gems

Those familiar with the 44 volumes of the Journals will admire Alan Crawford's clear-headedness and powers of selection whilst bemoaning some inevitable circumnavigations in dealing with material on this scale. Personally I was glad not to re-encounter Monty Norman, future Governor of the Bank of England, in his role as a Guild client, marvelously described by Janet as "a magician, a kind of Circe", the ultimate connoisseur prowling round his Palace, casting his eye over the bloom of his

This book can be accused of being narrow in its view, its limits are perhaps implied by its omission of any discussion of the Omega, a different but still related style of art-craft workshop founded by Roger Fry, fellow romantic socialist, Ashbee's beloved at Cambridge. Leaving out the Omega it strikes me verges on the wilful. But as a dedicated feat of exhumation this book ranks in its scope and its importance with Thomas Howarth's rediscovery of Mackintosh back in the early fifties; and it establishes Alan Crawford as the best writer on the Arts and Crafts around.

● **Kill Fee**, by Barbara Paul (Collins, £7.50). Good, though mercenary, Samaritan kills first, then sends a bill to the victims's enemies. Taut, well-paced, full of surprises and sparky New York dialogue.

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But what good came of it? Well, when the time came for the last British/Indian evacuation (9/12th Frontier Force Regiment) to leave Indo-China, the Japanese along the frontier showed in a final respect for General Gracey had earned the respect of the French, the Japanese, and the Vietnamese. Gracey was also made a *Citoyen d'Honneur*, a unique honour in the 80 years of the municipal government of Saigon, and he ended his military career as Commander-in-Chief of the army of the independent state of Pakistan. South Vietnam remained an independent state for another 30 years. This book should be read by all students of

Plante writes simply, clearly and with commendable candour. He tells us what Daniel thinks as he thinks it - often irrespective of the quality of this thought - as if by describing something so minutely he will then understand it. It is all very well being painfully honest and truthful, but not about what is an intrinsically limp and uninteresting brand of narcissism. In *The Catholic*, Plante exposes

Vonnegut's latest novel is a Darwinian pastiche in the tradition of Malamud's *God's Grace*. Turning the law of natural selection on its head, he shows the same elements which have made us evolve from the fishes can make us return to them, and chooses for his setting the island which so influenced Darwin.

beings seldom are. Dr Marsh does not manage to uncover unrecognized genius in any of her leading ladies, but she does demonstrate without much difficulty that they were by no means more complex and individual, and a lot more independently minded, than their usual position in Post-Raphaelite studies might lead one to suppose.

The general picture that emerges is of a group of variously neurotic and insecure women, quite unable to establish any kind of superiority except educational (and that rapidly righted) over their womenfolk. And possibly one of talent, which, as Dr Marsh would be quite ready to admit, is more a matter of chance than of wilful masculine repression. In her search for the real women behind the images, she has come up with an amazing amount of new information, which will make her book required reading for all future historians of the movement.

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## THE TIMES DIARY

### Hackney counsel

If Prince Charles intends to see that "victim of the media" Rod Hackney, may I suggest he first indulge in a spot of light reading in a back copy of the *Architects' Journal*, dated November 3, 1982. Under the title "How to use the media to publicise your work" is the headline "Rod Hackney: mastering self-publicity". The introduction reads: "Constant publicity has made Rod Hackney envied and even despised by some other members of the profession, but he is unrepentant and sees it as an essential and integral part of his work... This week he discusses how to handle the local press, moving on next week to the national press, TV and radio... Even worse, the article is illustrated with a collage featuring the masthead of the *Manchester Evening News* - the paper which carried the 'scoop' about Hackney's secret meeting with Prince Charles. I was sent the 1982 issue by 'a (previously) envious and despising architect', who adds, 'Now I am glad not to have taken his advice'.

### Future shock

Does the Speaker know something we do not? After two Tory backbenchers proposed the debate on the Queen's Speech yesterday, Bernard Weatherill, as tradition demands, called on the leader of the opposition. Or rather he didn't. By some bizarre slip he called upon "the prime minister". Kinnoch rose to Labour cheers. "Mr Speaker, have long admired your perspicacity," he began, "and never more so than now."

### Slip of tongue

Not one to let anything slip except for a reason, why did senior Russian journalist Victor Louis put on a Jewish papa act the other day? Louis, often used to telling the West of the Kremlin's thinking on dissidents and Jewry, was being interviewed in his Moscow flat by the *Jewish Chronicle's* Joseph Finklestone when suddenly he exclaimed: "Meshane makom, meshane makom." Hebrew for "change of place means change of luck". Finklestone immediately asked if Louis was Jewish himself. "He just laughed, but there's no doubt about it," says Finklestone.

● Surprise guest at Wednesday night's get-together of crime journalists and police at the Press Club? Cyprus secrets trial defendant David Hardman, who coolly exchanged words with Anthony Eames, the Special Branch man who investigated the case.

### Disarming

CND seems to have a comedian in its ranks. While most candidates for its vice-chair introduce themselves on the election papers as "I am a feminist; I am a socialist..." engineer Vic Allen offers a string of "commendations" from others: "...committed CND member rather than working to further the interests of the Communist Party..." certainly nothing I can recall seeing ever contradicted that assessment - by Massier (ex-M15 employee, who nattered to Channel 4); "Anti-Soviet" - *Morning Star*; "Pro-Soviet" - *Daily Mail*; "Very careful to maintain his objectivity in the East-West debate" - *Sunday*; "Good speaker... beware of inviting to debate" - Coalition for Peace through Security; "...a steady influence" - Peggy Duff, [the late veteran peace campaigner].

### Turner's turn

Former Labour GLC deputy John McDonnell has landed lucky. Dumped as Livingstone's number two, he is now to take up a £15,000 per year job as policy adviser to Camden Council leader Phil Turner. In other Labour boroughs the job would have had to be offered to a staff member of the GLC or of one of the metropolitan counties, but Camden has not followed this line. His appointment may still raise eyebrows: after all, McDonnell was sacked by the GLC leadership. They claimed he misled them over the council budget, an allegation he denied.

BARRY FANTONI



"Forget the long-term stay reduction: How much is it per night?"

### Turnover

Further news on John Stonehouse, the disgraced Labour minister who, as I mentioned yesterday, now has a new career with the security firm Guestguard. Companies House says the firm - specializing in hotel stays - was registered this year on September 16 with Stonehouse and his wife and former secretary Sheila listed as the sole directors. They were both replaced by a new board, comprising Roger Sherwin, Michael Quick, Michael Shaifit and Tony Hadfield... just three days later.

PHS

# Private gas, wonderfuel

by John Redwood

There are two ways of improving performance and motivation in public monopolies. One is to give them some competition. The other is to make them accountable to a new body of shareholders and bank managers, within a regulatory framework. Discussions over how to privatize the British Gas Corporation - inaugurated in earnest by yesterday's Queen's Speech - will involve a combination of these routes.

British Gas will not be breaking new ground. There is now a wealth of practical experience to draw on. We were told, for example, that there would be dire consequences in opening coach services up to competition in 1980. Job losses, fare increases, cuts in quality were all prophesied.

In practice the opposite happened. The emergence of competition to National Bus's near-monopoly lowered fares, improved and extended services and created new jobs. While the train was still taking the strain, the coach took more of the passengers.

So what can we learn from these experiences for British Gas? The first message is that competition does work, and does not lead to worse service, lower standards or higher prices. The second is that in a large integrated monopoly like the old BT or the present British Gas, different parts of the business can be identified where competitive pressures can be brought to bear.

At British Gas there are four distinct businesses. Only one of

them has strong inbuilt monopoly characteristics: the provision and maintenance of a national gas grid. The other three, the production of gas, the supply of gas equipment and the maintenance and installation of customer equipment either are, or can be, competitive.

British Gas already faces competition from many other North Sea producers at the well head. Out of the typical commercial price of 35p a therm more than two thirds, or 25p a therm, is accounted for by the purchase price of new contract gas from an oil or gas company.

The main debate will be about the import/export regime. If there is either complete freedom or strict control on import and export, British Gas would have to negotiate a fair price with competing North Sea suppliers without having limitless recourse to dearer imported gas. Either way a market price can be struck.

The supply of gas cookers, fires and heating systems already extends into the private sector. With the growth of gas as an attractive fuel and with the growing sophistication of gas appliances more private sector retailers and installers are likely to come forward. Fitters can be safely licensed, whether they are working for British Gas or for others. Similarly, the maintenance of appliances is not a natural monopoly but may need continuing safety and technical regulation. This leaves us with the gas grid. It

has already been turned into a common carrier - British Gas has to permit access by third parties on realistic terms. The question before the regulators for regulation there will have to be - is how much pressure will eventually be exerted by users of the common carrier, or will regulation have to shoulder the burden alone?

The task of regulating a gas pipe system is not a new one: it has been done for years in North America. There are ways of controlling unit cost or return on capital which will ensure that the customer is not exploited.

The customer will benefit from any additional competition introduced into British Gas, and from its removal from Treasury accounting and the annual expenditure round.

We now take for granted that telephone charges should fall in real terms year after year, and beef about any nominal increase, yet before privatization real increases were quite normal. Perhaps privatization of gas will usher in an era where real declines in gas prices become normal rather than unusual. If world energy prices remain level or fall in real terms, privatization would enable the full benefit of that to pass on to the customers.

Nor should we lose sight of that other important strand in privatization thinking: efficiency. Again we have some practical experience to turn to. BT's profits have gone up despite falling real prices.

At National Freight the improved morale of the new worker-shareholders has been vital in winning back lost orders and developing new business. A company which before saw job and money losses almost every year is now profitable, expanding and recruiting more men.

The same improvements can result if widespread employee ownership of shares is a prominent feature in the British Gas sale. While it does not make strikes impossible or necessarily unprofitable, as Jaguar shows, it begins to change attitudes. Even a few shares, an invitation to the AGM and a copy of the annual report is an important step on the road to true employee participation. And as shareholdings build up through additional purchases and save-as-you-earn schemes the individual's role as shareholder comes to be more important.

The debates about privatizing our near-monopoly public sector businesses are often conducted in a black-and-white way. The government is accused of passing on a public monopoly which will be worse, in its private guise. Yet the evidence so far suggests that the public monopolies are not so complete as many think, and that competition can be strengthened during privatization - which results in benefits for the customer. Even a regulated near-monopoly can deliver a better result on price than the old public monopoly/Treasury combination.

The author was head of the Downing Street policy unit from 1983 to 1985.

As Jaruzelski consolidates his position, George Schöpflin assesses the balance of forces in Poland

## How the general stays on top



A. K. JARUZELSKI

Everybody loves to portray Poland as homogeneous. The Polish authorities, the Solidarity and Poles generally prefer to think of a unified society - but structured according to the preferences of those concerned. This image of unity has been the one taken up in the West, in the form of a straightforward confrontation between Solidarity (goodies) and the military regime (baddies). The reality is far more complex than that.

Something like a fifth of the population is deeply committed to Solidarity, including much of the younger intelligentsia and, significantly, skilled workers. For the latter, the Solidarity experience was deep and lasting, and they are determined to press for democratization.

In the opposite corner are the supporters of the regime, its direct beneficiaries and their families, such as the employees of the various bureaucracies, the military and the forces of order. They too make up around one-fifth of the population. Since the 1980-81 watershed the composition of the elite has changed radically, and at least that have changed. This means that large numbers of individuals owe the upward promotion to the present regime.

The remaining three-fifths of society is in a variety of ways neutral or passively tolerant of the system. In this category are those who automatically accept what the authorities do; those at or below the poverty line - about 30 per cent of the population - who rely heavily on the welfare system for survival; a large proportion of unskilled workers, for whom the Solidarity experience was not as influential as for skilled workers, pensioners and others trying to make ends meet on fixed incomes at a time of high inflation; and the natural authoritarians who exist in every society. These groups, a senior sociologist told me during a recent visit to Poland, would be content with a church-military-party coalition, requiring obedience and denying individual and group autonomy.

The existence of this passive support gives the regime more than enough of a social base to maintain the stability that has characterized Poland for the last two or three years.

The elite that now rules Poland is a very unusual group, especially in communist terms. The pivot of the ruling group is an informal alliance between military politicians and the heavy industry lobby. The industrialists should be regarded as one of the most successful groups in Polish politics. Their objective is to maintain and expand heavy industry, regardless of economic need or rationality.

The model of industrialization forced on Poland by the Communist Party after the war emphasized the "classical" heavy industries - coal, steel, heavy engineering and large-scale energy generation. This was financed by a massive squeeze on consumption.

In the 1970s, under Edward Gierek, the party leader brought down by the Solidarity crisis, Poland experienced a second heavy indus-

trialization. This again had old-fashioned targets at the centre of its strategy, symbolized by the building of a new steel mill at Katowice. This time, finance came in the form of enormous western credits.

The irony of this second heavy industrialization is that communists and even workers are well aware that Polish prices are way above world prices. But for the heavy-industry lobby, considerations of cost or economic rationality or suggestions that, in terms of a world market, heavy industrial output is quite superfluous, fall on deaf ears. They make their assessments by political criteria. The more money invested in heavy industry, the more powerful they will be. Despite public declarations to the contrary, the military-political leadership has neither the will nor the ability to take counter-action.

The Polish leadership is, at the same time, in competition with the Communist Party, which was largely shouldered to one side when General Jaruzelski took over in December 1981. The party regards the present ruling group as unacceptable in Marxist-Leninist terms and

is looking for ways to recover the power that it lost after its defeat in 1980-81. It has lost authority and is still losing members, but although weak, it cannot be ignored by the present leadership as a potential competitor for power. This implies that the party remains an indirect threat to the military politicians. The rivalry between the leadership and the party means that the former needs the support of the heavy-industry lobby.

The implication is that Poland may well undergo a third heavy industrialization. The finance will not be as easy to raise as before, but Poland has again become a more or less acceptable risk in the western money markets and the first new credit since the 1980 debacle, a \$40 million loan from Austria, was arranged in September.

The alliance which the leadership has struck with heavy industry does not appear to be against its own inclinations. The present rulers of Poland have one overriding aim: to stay in power. There is no pretence at professing anything resembling a Marxist-Leninist ideology.

The leadership does seem to have

a goal to create the kind of conditions which the Hungarians have achieved. The relative success of the Hungarian system depends on a flourishing agriculture and a consumer and service sector fuelled by private enterprise. But there is no sign in Poland that these moves are contemplated, not least because they would cut into the power of the heavy industry lobby.

The existing constellation of political and economic interests has produced a stability of sorts. No one in power really wants to rock the boat. And a Hungarian-style economic reform must include some dynamism, and change. One of the minor ironies of the Polish situation is that the existing private sector, which enjoys a highly privileged monopoly position, wants no change. The zloty billionaires (£1 is equivalent to about 420 zloties on the black market) are happy with a system that allows them to make large sums with little effort and at virtually no risk. Risk-avoidance is a central aspect of the ruling ethos.

The Church too has its position in the present set-up. Here again the picture is more confused than first appears. In many ways, the Church and the regime are opponents and the strong attacks by the regime against priests who give shelter to Solidarity are real. On the other hand, the regime accepts that the Church does have an offstage political role: to enhance stability. The Church has very largely taken over a whole range of activities - social, educational, cultural - which would normally be provided by the state.

The Church has found that it is not seriously hindered in what it regards as its true mission, the re-catholicization of Poland. For the majority of the population, official values are meaningful and religious values are authentic. A religious rebirth has taken place since Solidarity. It has halted and even reversed the slow process of secularization that Poland (that most Catholic of countries) had been experiencing. The teaching of religion has been modernized. The Church has drawn to itself some of the most talented intellectuals and generally offers an attractive alternative to the state. Because this serves to stabilize the situation, the authorities accept it.

In terms of stabilization, the Jaruzelski regime must be regarded as modestly successful. There are, however, two big question-marks over this success. It is doubtful if the present stability is strong enough to be the basis for any major political or economic initiatives, which would require the active support of a majority.

And further, there seems to be a remarkable tunnel vision among Poles about Soviet intentions. Any suggestion that Mikhail Gorbachev may, at some stage, try to reimpose the party and to reimpose ideological orthodoxy on a system that is a long way from Marxism - in other words, to be dismissed as inconceivable.

The author teaches communist politics at the London School of Economics and the School of Slavonic & East European Studies.

## Blunders that garbled Ptarmigan's message

France's winning of the contract to supply the US army with a new battlefield communications system is a severe, though not unexpected, blow for Britain. The manner of the losing, however, that compounds the misery and makes both Britain and Margaret Thatcher look foolish.

It had been publicly understood for many months that the long-term value of the contract was likely to be about \$4 billion, nearly £3 billion at today's exchange rates. Yet the bid by the American Rockwell Corporation and Plessey for the British Ptarmigan system emerges as having been \$7.4 billion, 70 per cent higher than the bid for the French Rita system which has been selected.

It has been suggested that the Americans preferred price to quality, and well they might if the price difference was \$3 billion. It is not even clear that the British system had quality on its side. James Ambrose, the US army under-secretary, said that though there were pluses and minuses in both systems, there was little to choose between them in overall performance.

A number of aspects of the Ptarmigan bid are perturbing, and

one of them relates to the circumstances in which the Prime Minister interceded with President Reagan to try to secure the contract for Britain.

It is commonly, and correctly, said that these very large, intensely fought contests are in the end determined by political rather than purely commercial factors. But that is true only when competing bids are reasonably close. It is not easy to think of political factors which could outweigh a \$3 billion price differential. The most the Prime Minister could have hoped to achieve was an opportunity for Rockwell and Plessey to revise their bid, but this seems to have yielded little result.

The Americans seem to have displayed great courtesy to the Prime Minister in delaying their decision for at least two months and reviewing the bids following her intervention. They would have been justified in declaring no contest months ago.

One has to assume that they accurately assessed the technical abilities of the two systems to meet their requirements, and on this basis the Ptarmigan bid seems to have been remarkably ill-judged.

The price differential suggests that Rockwell and/or Plessey were totally out of touch with the market. There have been persistent rumours that a considerably lower portion of the work for Ptarmigan would originally have been done in the US, making it less attractive to the Americans.

It is not clear to what extent the price differential arises from the fact that one is intrinsically cheaper than the other, or how much it is a result of the French finding a simpler way of applying their system to meet American needs. There is, however, evidence that Rockwell and Plessey put forward a considerably more elaborate scheme than did the French, and this again looks to have been an error of judgement.

It is not clear where the blame for this fiasco lies. Both consortia were led by American companies - Rockwell for Ptarmigan, and GTE for Rita - and it must be assumed that they had the primary responsibility for judging the market and keeping track of how the competition was going. If so, Rockwell has not proved to be a good partner for Britain.

Rockwell appears to have been responsible for designing the system offered to the US army, though Plessey was the company with an intimate knowledge of Ptarmigan. Plessey, with its worldwide operations, should also have had the experience to detect whether things were going wrong at the US end.

The Defence Sales Organization of the Ministry of Defence will also have monitored the progress of the competition, yet all the evidence is that the British government was taken by surprise in August when it belatedly came clear that the contract was slipping away.

Britain has in recent years been exceptionally successful in selling defence equipment to the US, but the failure of Ptarmigan is a serious setback. It is particularly important at a time when British companies are being urged to seek work in the American Star Wars research programme - and to do so through collaboration with American companies.

Rodney Cowton  
Defence Correspondent

Ronald Butt

## Workout session for Thatcher

When the next general election comes, no voters under the age of 27 will have any adult recollection of what a Labour government is like. Older voters will have the memory softened by time and by the natural urge for a change.

Labour now has a personable leader and a shadow cabinet bent on persuading the nation that the party is once again a traditional alternative to Tory government, willing to act within a national consensus.

During the parliamentary session opened by the Queen yesterday, Neil Kinnock has to differentiate Labour convincingly from the Tories on specific areas where there is unemployment, economic growth and the protection of desired public spending are the most obvious. He also has to reassure the public about activists within the Labour Party, whose own social and political aims are in stark opposition to what the public wants, and who are far more widespread and influential than those formally described as Militant.

Margaret Thatcher will not have much difficulty in persuading the public of the extent to which a Labour government would be harried by its own activists - they do the work for her. But she will have more difficulty in persuading the public that on matters of economic policy, Labour's recipe of high public spending would bring only inflationary disaster.

In this matter, Kinnock will be helped by the opinion-formers whose own views were forged in the intellectual fires of the Sixties. For years they have nursed their rage against Mrs Thatcher. They expected her anti-inflationary policies and efforts to democratize the unions to fail; and they did not. They expected her to lose the 1983 election and she won.

Now, however, they think the tide has turned in their favour as unemployment has replaced inflation as the main perceived enemy, and yet the government still refuses to spend more money in the name of job-creation. Not only do these critics regard such rigid adherence to monetarist ideas as folly; they think that the government itself is showing signs of recognizing this since it has ceased to regard monetarism in front of the M3 money supply indicator as a necessary sign of rectitude.

There is, of course, a certain illogicality in much of the criticism. In almost the same breath, the critics will condemn the government both for monetarist inflexibility and for paving the way towards a pre-election boom by abandoning M3, and preparing to let government spending rise more than intended.

The truth is, of course, that there are no absolutes in politics. The need for disciplined financing and an anti-inflation strategy, using the best available means, remains overriding. But no political principle can be pushed to the point at which it ceases to command consent. If Mrs Thatcher were to do that the government would destroy not only its prospects of re-election but the survival of the most radical reform since 1945.

This autumn, for instance, it has found it impossible for political

reasons to reduce departmental spending as it would wish. But at a time when the government is forced by inflation and international factors to maintain high interest rates, it would plainly make no sense to deal with the spending problem by borrowing more.

It is lucky in having a solution to hand in the sale of assets such as gas. The overriding justification for privatization is the efficiency it should bring, but it is a happy coincidence that it also offers the government a respite in which to avoid the borrowing and put public spending commitments into a much more rational shape.

The government has a difficult tightrope to walk. It must not be so dogmatic as to suggest that it has unsocial instincts towards essential services. But it must also not retreat from its economic policies in a way that may lend credibility to those of Labour. It seems to be in some danger of doing this as a result of recent ministerial exhortations to industrialists to make lower wage settlements in the name of employment.

The Chancellor of the Exchequer, Nigel Lawson, may be clear in his own mind that this appeal is directed primarily at low-paid work where disproportionate pay deprives the young and disadvantaged of work opportunities. But the argument too easily sounds like a forerunner of the kind of "agreed" wage restraint policies now adopted by the opposition.

If the government does not trip itself up by political blunders, the next election is likely to be determined primarily by public perception of each party's general ethos, and here the government is likely to score decisively. On most questions of social policy, from crime and the law to education, immigration policy and defence, the public is unlikely to go with Labour's prevailing wind.

It is suspicious of the anti-police rhetoric which comes so fluently from the left. If it is tempted to listen to Labour's claim that the government should have done better over crime, it is contemptuous of the Labour argument that only by changing social conditions can a government do much to deter it.

The public is suspicious of Labour's defence policy; it knows that Labour would never have given union members the power of election in their unions that they have received from Mrs Thatcher; it approves of privatization and the sale of council houses; it detests the extremism now so prevalent in the Labour Party. The public will also understand the difficulties Kinnock would have were he prime minister, in trying to lead the party behind him.

It is difficult to believe that the election would turn from the Tories to Labour. In this session of Parliament, however, now that Labour has a much more personable and calculating leader, and now that the government has to fight on issues much less clear-cut than when it last began to prepare for an appeal to the people, Mrs Thatcher will have to strive much harder for popular support.

moreover... Miles Kington

## Strong-arm tactics to cultivate

Roy Strong's new get-tough "voluntary" admission charges are only the tip of the iceberg. There is a new breed of ruthless, hard-eyed heritage muscle-men who are out to change the face of conservation as we know it, and they are in the magazine out this week catering specially for them: *Macho Museum Man*.

In the first issue there is an exclusive feature on the so-called Mercouri Marble Men, a top secret squad of Greek museum workers whose mission is to enter the British Museum at dead of night and spirit away the Elgin Marbles. Highly trained and superbly equipped, they are experts at rope-handling, stone-cutting and temple-dancing. Already they have done several test runs at Dulwich Art Gallery and more recently at a Monet gallery in Paris: the final attempt on the British Museum cannot be far away.

We follow them in a typical day's training as they sprint up to the Parthenon and down again, do an hour's weight-lifting, two hours classical studies and then an hour trying to hail a taxi in Athens. They reckon that if they can get a taxi in Athens, they can do it anywhere!

In another feature we take a look at the new V & A collection system, and ask the question: Is it right to go from door to door, asking for "voluntary" contributions to Britain's top museum? Should the collector really be slithering in soft moustaches and big spectacles, and claiming to be Roy Strong in person? And is it really right for them all to be trained in unarmed combat, so that they can beat up recalcitrant donors without leaving a mark?

There's a thrilling adventure serial too, called "The Motor Factory That Refused To Die". Jeff runs a small works in lovely Georgian Bath, making vintage restyled MG cars. One day, he is visited by a museum deputation who propose turning his motor factory into a carefully preserved motor museum. Bravely he refuses, and the museum people turn nasty.

"We've turned the rest of Bath into a living museum," they snarl, "and any guy who gets in our way is in for a few unpleasant surprises". That night Jeff's works is plastered in graffiti such as "ADMISSION CHARGES RULE".

ALL RIGHT? and "INTO A POST-INDUSTRIAL FUTURE WITH BRITISH MUSEUMS", and the next morning a young man with slim moustache and big specy tries to charge him £2 to get into his own place. Will Jeff be able to withstand the immense pressure? Don't miss our big serial.

There's humour too. Here's an example: "Can you give me a good example of carbon dating?" "A. Yes. Roy Strong asking himself, out for the evening!"

Not too funny? All right, here's another. Lord Gowrie resigns as Arts Minister, where he has spent years refusing money to people, and goes to work as chairman of Sotheby's. On his first day at work he's in the auction room and a fat American makes a bid of a million pounds. Without thinking, Gowrie rushes forward and shouts:

"Absolutely out of the question! Far too much! £200,000 and not a penny more!"

Pretty snappy, eh? Well, there's much, much more in *Macho Museum Man*, including a great new competition in which the winner will get a fortnight's adventure holiday, stealing art from Italian churches. There's a survey of little-known side-door and back entrances to well-known museums, through which you can get in free while the rest of the suckers have to pay at the front. And we tell you how to pray and give thanks to the Lord, so that you can get into cathedrals free without having to pay a voluntary contribution.

Other thrilling features: "Neil Cossons - Should he be Bought by the Nation?" "Shook Hands with Roy Strong - and Found I'd Donated my Hand to the V & A."

Museums Knock-out Contest. Semi-Final Preview: Friends of Motor Men, and Lord Montagu's Maniacs v. National Rail Museum Provincial Wing.

"I spent a Night in the Great Bed of Ware". All this, and more, in the first issue of *Macho Museum Man*. It's available at all good bookshops, and it's absolutely free! However, we suggest that you pay a voluntary price of at least £5. Or else.

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## A SAFE SPEECH

Politicians are taught from their cradle to be all things to all men. So a Queen's Speech which is "pure Thatcherism" to Labour's Mr John Smith, "mere tinkering" to Mr David Steel and "steady Tory reform" to Mr Douglas Hurd should perhaps be counted by a Prime Minister as a success: except that this Prime Minister was once thought to be different.

It is a safe speech. Mr Hurd is not only its main beneficiary — with Parliamentary time found for his new public order laws, tougher treatment for drug traffickers, liberalised Sunday trading and tighter rules for experiments on animals — but its spiritual begetter too. Those Government supporters who want decontrol of private rents, compulsory competitive tendering for local authority services, abolition of SERPS and wages councils and much else to free the economy besides, have been disappointed.

Some of those on the Tory right, however, will see comfort in one aspect of the Speech, the words that "firm control of public expenditure will be maintained with a view to diminishing its share of overall national output and facilitating further reductions in the burden of economic tax". The words sound very fine. For those who see tax cuts as the be-all and end-all they are, very encouraging. Unfortunately firm control of public expenditure has not been maintained. The Star Chamber negotiations this year have been far from a Treasury triumph. The

estimate of public asset sales — conveniently and bogusly counted as negative public expenditure — has been virtually doubled from about two and a quarter billion pounds to more than four billion pounds, which will help compensate for those failures.

From these facts it is easy to jump to the assertion — made by, amongst others, the 13 MPs who last week published their pamphlet *No Turning Back* — that asset sales can be justified "to finance tax cuts in the short term which increased economic activity will sustain in the long term". This is a dangerous road for Government supporters to take and one which only their enemies and over-enthusiastic friends would urge upon them.

The latest tranche of asset sales, like those that have preceded it and those that will follow, is a good thing in its own right. It will increase the efficiency of the industries concerned and encourage wider share ownership, as the Queen's Speech put it. Income tax cuts are also good things in their own right. To link them to a muddy political argument, imperil their political appeal and to lessen the chances of their actually happening.

The Labour Party is already accusing the Government of selling the furniture to pay the rent man. The vision that they would like to put before the British people is of future generations, deprived of their heritage, struggling to pay their bills. Of course they do not say that the extra borrowing, which

is Labour's answer, would be the real burden on future generations, moreover a burden that does not have asset sales compensating advantages of contracting the public sector.

Labour then asks: well what will the Government do next year? The answer is again that to sell more assets is in most cases preferable to borrowing more money. It is significant that the Government's programme of asset sales will be taking place against a background in which public borrowing declines as a proportion of national output.

The Government has nothing to fear from this line of opposition attack unless it hangs itself on the hook that asset sales and tax cuts are inextricably linked. The Energy Secretary may, for example, run into trouble with his Gas Bill; the Chancellor may want to cut taxes nonetheless and if conditions are right he should do so.

In the last session the Government presented its programme badly. It dug pits for itself and sowed the banana skins in strategic places for ministers to fall in. The pits are still there, not least the pit marked "fear of freeing the economy from state chains". At the moment the public's fears over law and order are holding up the Government's popularity; but such fears make little friends. Mrs Thatcher should keep her message simple.

The return of the public sector to true ownership by the public is at the heart of this Queen's Speech. It may not be a large enough heart but it is in the right place.

## WHY WAS RITA SO CHEAP?

Britain's wonderful new battlefield telecommunications system has got a wrong number on its first transatlantic call. That in itself might be shrugged off. But the Plessey group, which makes it, would seem to have got the digits terribly wrong — then asked the Prime Minister to dial them. And that requires some careful explanation.

Plessey's bid to win the lucrative US Army contract with its Parmigan network, began with a natural advantage. Both countries were associated, together with Australia and Canada, in an initial research project in the 1960s. The fact that Britain, alone of the four, successfully carried through its programme to fruition should have given us a hot line to the Pentagon.

And so, it seemed, it had — until last summer when it became clear that the independent French system Rita was not only providing serious competition but was even thought likely to win. Older than Parmigan by two years, it was held to be less comprehensive — as a system — but cheaper, perhaps by around 20 per cent, which was a factor likely to secure support in Congress. It was against that scenario that Plessey, suddenly alarmed, seem to have enlisted the help of the Prime Minister. Mrs Thatcher wrote her now famous letter to President Reagan at the end of August,

pleading Britain's political claim on the business.

It has seemed for some time that the Government's attempt to win preferential treatment by the White House as a result of British support for the president's Strategic Defence Initiative, was unlikely to work. What emerged clearly only yesterday, however, was the reason why. The difference in cost between the British and French tenders was not a mere 20 but 70 per cent — a gap of \$3 billion which no administration could ignore.

On reflection, the only surprising thing about the American decision is that they waited so long to announce it. In fact the Pentagon, not unwilling to do business with this country, apparently ran both programmes through its computers several times in the hope that Parmigan might become the cheaper option over a 20-year life cycle. It never did.

There are two aspects to the outcome of the Parmigan affair. One is the simple loss of revenue, especially with other allies like Australia, Canada and Germany, preparing to make a similar purchase. Rita has already been sold to the Belgians and now this large contract, the biggest to be awarded by the Americans to an outside contractor, must make it the front-runner in the world.

The other is the embarrassment

ment it has caused for the Prime Minister. Politics frequently play a big part in arms deals. In the 1970s Britain was on the receiving end when the US army bought (and later cancelled) the inferior Franco-German Roland anti-aircraft missile because of political pressure from Bonn. Instead of the British Rapier. But Mrs Thatcher was badly advised by Whitehall or Plessey or both, to get involved in this one.

What is perhaps most surprising is that many at Plessey have been themselves taken aback by the gap in price between the systems. Although a few are muttering about heavy French government subsidies for promoting Rita, not even these can — on their own admission — explain the differential. On the face of it Plessey costing needs times in the hope that Parmigan might become the cheaper option over a 20-year life cycle. It never did.

The Commons would seem justified in demanding a Government explanation of the affair and of Mrs Thatcher's involvement. In the longer term it might be appropriate for its own Select Committee on Defence to investigate what happened. Not for the first time Britain has apparently designed an elaborate, over-priced product which has been outsold by a cheaper and efficient French alternative. It is in the national interest that we should find out why.

## CAMPUS CUTS

The universities are among the few objects of public expenditure on which the Government has actually succeeded in enforcing real cuts. The choice of target strikes many people as detracting from the achievement, since it implies a relatively low valuation of the public function universities perform. Not at all, says the minister, it simply reflects the fact that there was plenty of room for economy in university administration by the more efficient use of resources without spoiling the overall product.

The truth of that contention is as difficult to prove as it is to disprove. The Jarratt report on efficiency studies in universities advocated the injection of the methods taught in business schools in preference to the time-honoured practices satirically codified in F. M. Cornford's *Microcosmographia Academica*, out of print but never out of fashion so long as senior common rooms, senates, or faculty boards are permitted to exist. But Jarratt did not uncover large tracts of slack or spendthrift administration of a kind to yield up instant savings to an efficiency audit.

Parliament's own efficiency

auditor, the Comptroller and Auditor General, has now turned in a report on the most notable aspect of the 1981-84 squeeze on university funding, the shedding of academic staff. It shows that the financial targets and staff reductions were duly met. It also shows that the exercise, in addition to incurring a cost of £238 million in redundancy payments and superannuation contributions, markedly worsened the universities' opportunity to manage their affairs efficiently. It was apparent at an early stage to the University Grants Committee as well as to the institutions concerned that the pace of contraction, if it were to match the cuts in recurrent grant that had been handed down, would result in damage, disruption and discommodities in the use of resources. They pleaded for a couple of extra years in which to achieve the contraction by natural wastage. The department refused, sticking to its timetable even at the cost of creating a special redundancy fund in order to overcome the near irreversibility of academic staff enjoying security of tenure.

The terms were pretty good and voluntary redundancies actually overshot the mark. Done with the more readily

marketable skills showed a disproportionate interest in moving out. Universities were left short on the engineering, mathematics and computer sciences side, while still fairly well provided for arts and social sciences. The Department of Education soon found itself agreeing to fresh expenditure for the creation of "new blood" posts to make up for the losses in some subjects and to improve the age profile of teaching staff.

Looking back a year ago the UGC found that the pressures set up by the rapidity of the cuts had left problems that could affect the intellectual vitality of the universities and the effectiveness of their teaching and research into the 1990s. The Auditor General does not dissent from that. He criticizes the education department for not prodding the UGC and the UGC for not intervening in the decisions of particular universities when they saw the way things were going. He also delicately floats a more interventionist role for the UGC in the future, which would be in harmony with the Government's general views on institutional autonomy in the context of public funding.

arbitrary administrative action. This must be soul-destroying to those who feel that to be of use to the community is vital to their self-respect. The reason that more than eight hours will prejudice their search for a paid job holds little water as in South Yorkshire there are few to be had. Yours faithfully, JOHN FORD, ANNE HOLT, FRANK JONES, MARK SMITH, The Deanery, 9 Amen Court, EC4.

## Wary look at the Channel link

From Professor N. C. Phillips

Sir, Your lyrical leader of November 1 steers clear (forgive the expression) of some quite important problems in the Channel fixed-link proposal — its environmental effects and its vulnerability to terrorism, to cite only two.

Even more conspicuously, your "Channel dream" is undisturbed by doubts about the fashionable assumption that the actual need for the link is self-evident except to the fuddy-duddy few.

But come to think of it, how much time, trouble and money will the bridge/tunnel save the foot passenger, the motorist or the heavy-vehicle driver relative both to the duration of his journey and the service of even the existing unimproved ferries? While, like the erection of the Pyramids, it will generate temporary jobs, what will the long-term, post-election impact on employment really be? Are there no better or cheaper ways (such as joining the European Monetary System) of exhibiting our European credentials or (such as enhanced competitiveness) our economic machismo?

The fact is that debate has been diverted from the primary question why to the secondary how and by whom, from the strenuous exertion of weighing gains and losses to the enthralling game of picking winners. (Even objectors think some schemes more foolish than others.)

"Back to basics" would, in fact, be no bad slogan for consulting the public before this great matter is irrevocably remitted to the financiers and engineers.

"... an heroic project" you say, atop the howdah of a white elephant? This can only be the heronism of a Don Quixote or a Lord Raglan.

Yours faithfully, N. C. PHILLIPS, 14 Bedford Square, London WC1, November 1.

## Grenada growing up

From Lord Gifford, QC

Sir, Your assertion (leading article, October 29) that the American military intervention in Grenada "made possible the eventual bringing to trial of 19 members of the Revolutionary Military Council who were collectively responsible for the murder of Prime Minister Maurice Bishop" seems to me to be a very issue which is still due to be tried by a Grenadian jury.

I have read all the evidence which was presented to the preliminary inquiry into the murder charge. Two witnesses claimed to have seen the murders; but their evidence appears contradictory, each naming different accused as being present at the scene. Some of the accused are alleged to have made confessions; but they have since claimed that these were extracted by the brutal treatment inflicted by their interrogators.

The 19 accused include 10 members of the Central Committee of the New Jewel Movement (only a few of whom were members of the Revolutionary Military Council). Against most of these the case presented in the depositions is so weak that the decision to commit them for trial is highly questionable. I was asked to be part of the defence team, and would have been pleased to accept, except that I was refused admittance to the Grenada Bar. I do not claim to know the full truth of the events of October 19, 1983. But I do know that strenuous efforts are being made by those who control Grenada to condemn the accused before they are tried.

That condemnation now appears in your columns. It adds to my growing fear that the forthcoming trial will be an organised ritual rather than a fair legal process. Yours faithfully, GIFFORD, 35 Wellington Street, WC2, November 1.

## Relative values

From Dr S. A. R. Knox

Sir, Your Technology Correspondent reports (October 29) that a Department of Trade and Industry study shows Britain develops the smallest share of its domestic product to civil research and development compared with our major industrial competitors. May I highlight one example of this neglect?

The total sum which the Government-funded Science and Engineering Research Council is able to make available for basic research grants in chemistry at all the universities and polytechnics of Britain in a whole year is comparable with the reported (also October 29) cost to the taxpayer of the recent spy trial debacle.

Yours sincerely, S. A. R. KNOX, University of Bristol, School of Chemistry, Cantock's Close, Bristol, Avon, October 30.

## Museum charges

From Mr Peter G. Medcalf

Sir, I have listened sympathetically to Sir Roy Strong's arguments for the need for direct contributions from visitors to the Victoria & Albert Museum. Indeed I find it hard to believe that the institution could be satisfactorily funded in any other way. Nevertheless, I'm still haunted by the memory of the years that I lived in London as a child during the nineteen forties and fifties.

We were a large and far from wealthy family. With my brothers

## Real issues in television advertising

From Sir Brian Young

Sir, Your poll findings today (Spectrum, November 5) might be thought to give comfort to independent television, for they suggest that the public finds the output of ITV and Channel 4, financed by advertising, as good in its range and quality as the output of BBC1 and BBC2. So, naturally, the public would like to stop paying a licence fee for the BBC, in the belief that it would then get simply twice what it now gets from the IBA.

Those who have lived abroad usually think that the present output of each side is of a better standard than what is seen on any pair of channels elsewhere. And it is this which would be seriously threatened by any proposal to introduce competition for advertising revenue.

Perhaps you, or the Peacock committee, would undertake one further piece of research. Take, as your indicator of range and enrichment of experience, topics that are covered better by *The Times* than by *The Star* (including news and current affairs, the arts, serious drama, social questions, and so on); take, as your measure of quality, the awards for excellence given over the years by international juries; and see whether, by this yardstick, any other television financed solely by advertising scores one quarter as well as ITV and Channel 4.

The reason for this range and excellence is not some innate virtue in the IBA and the ITV companies: it is a system that by avoiding competition for advertising revenue, makes these things possible. Any option from the Peacock committee which brings in such competition would do viewers a terrible disservice, whether they now know it or not.

Yours, BRIAN YOUNG, The Associated Board of the Royal Schools of Music, 14 Bedford Square, London WC1, November 5.

## Holiday price war

From Mr M. C. Houghton

Sir, I am writing concerning the recent "price war" within the holiday industry. It is my opinion that the gimmicks presently on offer can only lead to disaster both for the industry and for the public. Thomson Holidays and Mr H. Goodman (Intasun) may well be able to afford to sell thousands of holidays at "give-away" prices, but many tour operators and holiday operators are forced out of business through not being able to compete with many members of the public who have already booked and paid for their holidays will be forced to unpack their cases again.

We have only just recovered from the chaos caused by the collapse of Laker, which was brought about by the larger airlines conspiring to squeeze the challenger out of business. Is this not what is now happening to the smaller operator within the travel industry? Is the Office of Fair Trading closed?

It is not only the operators who are at risk. Travel agents (ABTA) earn their money by receiving commission on the holidays which they sell. The greater their turnover the greater their profits. The recent "price war" is not intended to encourage more people to travel overseas but to capture a larger share of the existing market for those involved. Therefore rather than the travel agents' profits being increased it will merely mean that their commission on a greater percentage of the holidays sold will be negligible.

As many agents are already struggling to survive it may well mean that many have to close, causing chaos and redundancies. My advice to the public is this. If you have not booked with one of the companies "giving" holidays away and if these ridiculous actions continue, do not buy your sun-lotion until you arrive at your destination; you may not get the chance to use it. I hope that ABTA collect subscriptions early.

M. C. HOUGHTON, Director, Villages International, Suite 28/34 Island House, 46 Victoria Road, Surbiton, Surrey, November 4.

## Origins of 'Eagle'

From Mr Ruari McLean

Sir, *Eagle*, the children's paper of the fifties, was, I believe, sufficiently important in its day to justify getting the facts about it right. I was amazed to read in *The Times* article of October 25 that "Hampson created the first three issues of *Eagle* on the dining-room table of his council flat". The first seven issues of *Eagle* were "created" (i.e., put together) on the dining-room table of a flat in South Audley Street which I shared with the Reverend Marcus Morris, the paper's editor. They were "created" if anywhere, mostly in Marcus Morris's head, and after the seventh issue they were put together in the Shoe Lane offices of Hulton Press. Hampson was all this time several hundred miles away.

ing is insufficiently elastic, the resulting squeeze on both ITV and BBC would severely damage minority programming. Channel 4 and the smaller ITV and IRL companies. It would produce a totally different broadcasting environment, closer to the American pattern, where a proliferation of channels produces less rather than more choice, and where the pursuit of ratings inhibits risk-taking and variety, especially at peak time.

The Peacock committee's own research highlights some of these problems. They will not be satisfactorily resolved by over-simplification, or by suggesting that broadcasters are only motivated by a desire to protect their monopoly.

Yours faithfully, CHRISTOPHER BLAND, Chairman, LWT (Holdings) plc, South Bank Television Centre, Kent House, Upper Ground, SE1, November 5.

From Mr Melvyn Bragg Sir, One way and another you have made much of the lightly researched evidence which "proved" that some people, even most people, watch television casually. You have used it to degrade television as a medium and to imply that such an indifferently appreciated communicator is not really worth the licence fee.

But surely, some, even most, readers just as lightly read their newspapers. Several activities — some of them quite reprehensible — accompany much of the glancing at the day's press. And not only the tabloids. I have even seen *The Times*, and in venerable places, lightly glanced at and fitfully thrown away.

Yet there are those who read newspapers thoroughly. As there are those — evidence is quite clear and I can produce it who watch television programmes thoroughly. Not "thirty minutes of Shakespeare" as your recent leader derisively suggested, but all of all Shakespeare's plays. Not solely the adaptation of a novel (which Paul Fox never suggested) but the one leading to the other — as Lamb's *Tales* still do for children, as abridged classics have done to thousands of adolescents leading to unbridled adult reading.

Television is simply another medium. It has disadvantages, one of which, compared to the great variety of print, is that everything from *EastEnders* to Sir Stephen Sponder, from *Game for a Laugh* to Olivier Messiaen, comes from the same screen. But only the undiscerning or the prejudiced think for a moment that it is all of the same quality or value.

Yours faithfully, MELVYN BRAGG, As from: 12 Hampstead Hill Gardens, NW3, November 5.

The action began at twelve o'clock, by the leading ships of the columns breaking through the enemy's line. The Commander in Chief about the tenth ship from the van, the Second in Command about the twelfth from the rear, leaving the van of enemy unoccupied. The succeeding ships breaking through in all parts of the line, and engaging the enemy at the muzzles of their guns; the conflict was severe; the enemy's ships were fought with a gallantry highly honourable to their Officers; but the attack on them was irresistible; and it pleased the Almighty disposer of all events to grant his Majesty's arms a complete and glorious victory. About three P.M. many of the enemy's ships having struck their colours, their line gave way: Admiral Gravina, with ten ships joining their frigates to leeward, stood towards Cadix. The five hundred ships in their van sailed, and standing to the Southward, to windward of the British line, were engaged, and the sternmost of them taken.

A circumstance occurred during the action, which so strongly marks the invincible spirit of British seamen, when engaging the enemy in their country, that I cannot resist the pleasure I have in making it known to their Lordships: the *Temeraire* was boarded by accident; or design, by a French ship on one side, and a Spanish on the other; the contest was vigorous, but, in the end, the Combined English were torn from the poop, and the British hoisted in their places. Such a battle could not be fought without sustaining a great loss of men. I have not only to lament, in common with the British Navy, the loss of the British Navy, but the loss of the Commander in Chief, the loss of a Hero, whose name will be immortal, and his memory ever dear to his country; but my heart is rent with the most poignant grief for the death of a friend, to whom, by many years intimacy, and a perfect knowledge of the virtues of his mind, which inspired ideas superior to the common race of men. I was bound by the strongest ties of affection; a grief to which even the glorious occasion in which he fell, does not bring the consolation which, perhaps, it ought: his Lordship received a musket-ball in his left breast, about the middle of the action, and sent an Officer to me immediately with his last farewell; and soon after expired.

The Royal Sovereign having lost her masts, except the tottering foremast, I called the *Euryalus* to me, while the action continued, which ship lying within hail, made my signals — a service Captain Blackwood performed with great attention: after the action, I shifted my flag to her, that I might more easily communicate any orders to, and collect the ships, and towed the Royal Sovereign out to Seaward. The whole fleet were now in a very perilous situation, many disabled, all shattered, in thirteen fathom water, off the shoals of Trafalgar; and when I made the signal to prepare to anchor, few of the ships had an anchor to let go, their cables being shot; but the same good Providence which aided us through such a day preserved us in the night, by the wind shifting a few points, and drifting the ships off the land, except four of the captured disabled ships, which are now at anchor off Trafalgar.

I am, Sir, (Signed) C. COLLINGWOOD, William Marsden, Esq.

## Music for millions

From the Editor of Classical Music

Sir, When your "Letter from Sydney" this morning (November 5) said that "There can be few countries with a population of 15 million which support a full-time national opera company" I am afraid I spent some time trying to remember whether the population of Finland was more or less than five million. Then, Norway and Sweden; but the real need is to remind your readers of the existence of Wales and Scotland.

I trust your correspondent's figure will not be misused by those who believe in cutting arts support in countries of any size. Yours faithfully, ROBERT MAYCOCK, Editor, Classical Music, Rhinegold Publishing Ltd, 239/241 Shaftesbury Avenue, WC2, November 5.

## ON THIS DAY

NOVEMBER 7 1805

From about the 1860s spurious copies of the issue of Nov 7 1805 were pirated by jobbing printers throughout the country — generally for sale on Trafalgar day, October 21. A genuine copy carries advertisements only on column one on the front page and the price is printed as "sixpence", not 6d. The most blatant forgery is one that cannibalizes two issues — the victory, and a poem on Nelson's death: the latter did not appear until December 7. Some counterfeits would such errors which then entails an examination of the coat of arms, typography, etc.

[TRAFALGAR]

ADMIRALTY OFFICE Nov. 6. Despatches of which the following are copies were received at the Admiralty this day, at one o'clock A.M. from Vice-Admiral Collingwood, Commander in Chief of his Majesty's ships and vessels off Cadix.

SIR, Eurcallos, off Cape Trafalgar Oct 22, 1805. The ever-to-be-lamented death of Vice-Admiral Lord Viscount Nelson, who, in the latest of his glorious battles, on the 1st of October, leaves to me the duty of informing my Lords Commissioners of the Admiralty, that on the 18th instant, it was communicated to the Commander in Chief, from the ships watching the motions of the enemy in Cadix, that the Combined Fleet had put to sea.

On Monday, the 21st instant, at daylight, when Cape Trafalgar bore E. by S. about seven leagues, the enemy was discovered six or seven miles to the Eastward, the wind about West and by land, the sea calm, the ships of the enemy were seen, but the signal for the fleet to bear up in two columns, as they are formed in order of sailing, a mode of attack his Lordship had previously directed, to avoid the inconvenience and delay in forming a line of battle in the usual manner. The enemy's line consisted of thirty-two ships, of which eighteen were French, and fifteen Spanish, commanded in Chief by Admiral Villeneuve; the Spaniards, under the direction of Gravina, were, with their heads to the Northward, and formed their line of battle with great closeness, and in the rear, but the mode of attack was unusual, so the structure of their line was new; it formed a crescent, convexing to leeward, so that, in leading down to their centre, I had both their van and rear abut the beam: before the fire opened, every alternate ship was about a cable's length in the rear, but as the action proceeded, and a stern, forming a kind of double line, and appeared, when on their beam, to leave a very little interval between them; and this without crowding their ships. Admiral Villeneuve was in the *Bucentaure*, in the centre, and the Prince of Asturias bore Gravina's flag in the rear, but the French and Spanish ships were mixed without any apparent regard to order of national squadron.

The Commander in Chief, in the *Victory* led the weather column, and the Royal Sovereign, which bore my flag, the lee.

The action began at twelve o'clock, by the leading ships of the columns breaking through the enemy's line. The Commander in Chief about the tenth ship from the van, the Second in Command about the twelfth from the rear, leaving the van of enemy unoccupied. The succeeding ships breaking through in all parts of the line, and engaging the enemy at the muzzles of their guns; the conflict was severe; the enemy's ships were fought with a gallantry highly honourable to their Officers; but the attack on them was irresistible; and it pleased the Almighty disposer of all events to grant his Majesty's arms a complete and glorious victory. About three P.M. many of the enemy's ships having struck their colours, their line gave way: Admiral Gravina, with ten ships joining their frigates to leeward, stood towards Cadix. The five hundred ships in their van sailed, and standing to the Southward, to windward of the British line, were engaged, and the sternmost of them taken.

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## COURT AND SOCIAL

### COURT CIRCULAR

**BUCKINGHAM PALACE**  
November 6: The Queen, accompanied by The Princess Anne, Mrs Mark Phillips, went in State to the Palace of Westminster today to open the Session of Parliament.

The Royal Procession was formed in the following order:

**THE IRISH STATE COACH**  
(With Four Grey Horses)  
The Queen  
The Princess Anne, Mrs Mark Phillips

**SECOND CARRIAGE**  
(Glass Coach with Two Grey Horses)  
The Duchess of Grafton  
(Mistress of the Robes)  
The Duke of Northumberland  
(Lord Steward)  
The Earl of Westmorland  
(Master of the Horse)

**THIRD CARRIAGE**  
(State Landau with Two Bay Horses)  
Lady Susan Hussey  
Mrs John Dugdale  
(Ladies in Waiting)  
General Sir Desmond Fitzpatrick  
(Gold Stick in Waiting)

**FOURTH CARRIAGE**  
(State Landau with Two Bay Horses)  
Admiral Sir Derek Empson  
(Rear-Admiral of the United Kingdom)  
The Viscount Long  
(Private Secretary to the Queen)  
The Right Hon Sir Philip Moore  
(Private Secretary to the Queen)  
Mr Peter Miles  
(Keeper of the Privy Purse)

**FIFTH CARRIAGE**  
(State Landau with Two Bay Horses)  
Mr John Cope, MP  
(Treasurer of the Household)  
Mr Carol Mather, MP  
(Comptroller of the Household)  
Major Hugh Lindsay  
(Equerry in Waiting)

**SIXTH CARRIAGE**  
(State Landau with Two Bay Horses)  
Colonel James Hamilton-Russell  
(Squire in Waiting)  
Colonel David Lewis  
(Field Officer in Brigade Waiting)

**MOTOR CAR**  
Lieutenant Colonel Sir John Miller  
(Crown Equerry)

Her Majesty and Her Royal Highnesses were conducted to their carriage by the Master of the Horse and left Buckingham Palace at 11 o'clock, escorted by a Sovereign's Escort of the Household Cavalry, under the command of Major T. P. E. Barclay, The Blues and Royals.

The Queen's Guard, found by the 2nd Battalion Coldstream Guards, with The Queen's Colour, the Bands of the Welsh Guards and the Corps of Drums of the Battalion, under the command of Major Simon Vandeleur, was mounted in the Quadrangle of Buckingham Palace.

The route of the Procession was lined by troops of the Guards Division.

A Guard of Honour of the 1st Battalion Coldstream Guards, with The Queen's Colour, the Band of the Regiment and the Corps of Drums of the Battalion, under the command of Major Peter Hicks,

was mounted at the Palace of Westminster.

A dismounted party of non-commissioned officers and men of the Household Cavalry, under the command of Captain J. C. Hopkins, The Life Guards, was stationed at Victoria Tower, House of Lords.

A Salute of 41 guns was fired in Hyde Park by The King's Troop, Royal Horse Artillery, under the command of Captain Charles Lane, upon the arrival of Her Majesty at the Houses of Parliament, and from the Tower of London Saluting Battery at 12 noon by the Honourable Artillery Company, under the command of Major Richard Close-Smith.

The Imperial State Crown, the Sword of State and the Cap of Maintenance were conveyed previously to the House of Lords in a Carriage Procession formed in the following order, and escorted by a Regalia Escort of the Household Cavalry:

**QUEEN ALEXANDRA'S STATE COACH**  
(With Four Grey Horses)  
Lieutenant Colonel Sir John Johnston  
(Comptroller, Lord Chamberlain's Office)  
Lieutenant Colonel George West  
(Assistant, Comptroller, Lord Chamberlain's Office)  
Air Chief Marshal Sir John Barradough  
(Gentleman Usher of the Sword of State)

**SECOND CARRIAGE**  
(Tows Coach with Two Bay Horses)  
Mr Peter Wright  
Mr George Harris  
(Serjeants-at-Arms to The Queen)

Lieutenant Colonel Blair Stewart-Wilson (Equerry to The Queen) and the Hon Robert Cecil, Mr Harry Legge-Bourke, Mr Piers Blewitt and Mr Malcolm Maclean (Pages of Honour to The Queen) were in attendance at the Palace of Westminster.

Her Majesty's Body Guard of the Honourable Corps of Gentlemen at Arms under the command of the Lord Denham (Captain) was on duty in the Prince's Chamber.

Colonel Richard Crichton (Lieutenant), Major the Marquess of Donegal (Standard Bearer), Major David Jamieson (Clerk of the Cheque (Adjutant) and Lieutenant Colonel James Douglas (Gentleman Usher) were on duty with the Corps.

The Queen's Body Guard of the Yeomen of the Guard, under the command of the Earl of Swinton (Lieutenant) was on duty in the House of Lords.

Colonel Alan Pemberton (Lieutenant), Major Bruce Stand (Clerk of the Cheque and Adjutant), Colonel Greville Tulhelt (Ensign) and Lieutenant Colonel Stuart Longdon (Exon) were also on duty.

Her Majesty and Her Royal Highnesses returned to Buckingham Palace at 12.18pm and were received by the Earl of Arline (Lord Chamberlain) and the Hon Robert Boscawen, MP (Vice-Chamberlain of the Household).

The Most Reverend Sir Paul Reeves (Archbishop of New Zealand) had the honour of being received by The Queen when Her Majesty invested him with the insignia of a Knight Grand Cross of the Most Distinguished Order of St Michael and St George.

The Most Reverend Sir Paul and Lady Reeves had the honour of

being invited to luncheon with The Queen.

The Queen this afternoon invested The Duke of Kent with the insignia of a Knight Companion of the Most Noble Order of the Garter.

The Princess Anne, Mrs Mark Phillips, this evening attended a Reception given by Securicor Ltd (Chairman, Mr Peter Smith) at the Richmond Hill Hotel, Richmond, Surrey.

During the Reception, Her Royal Highness, President of the Save the Children Fund, received a cheque on behalf of the Fund, to mark the Golden Jubilee of Securicor.

Mrs Andrew Feilden was in attendance.

By Command of The Queen, the Baroness Hooper (Baroness in Waiting) was present at Gatwick Airport, London this morning upon the departure of Princess Alexandra, the Hon Mrs Angus Ogilvy and the Hon Angus Ogilvy for Canada and bade farewell to Her Royal Highness and Mr Ogilvy on behalf of Her Majesty.

**CLARENCE HOUSE**  
November 6: Queen Elizabeth The Queen Mother this afternoon visited Queen Mary's London Needlework Guild at St James's Palace.

Ruth, Lady Fernoy was in attendance.

**KENSINGTON PALACE**  
November 6: The Duke and Duchess of Gloucester were present at the State Opening of Parliament this morning.

The Duchess of Gloucester, President, Civil Service Sports Council, this afternoon visited the Council's 60th Anniversary.

Mrs Michael Wigley was in attendance.

**YORK HOUSE**  
ST JAMES'S PLACE  
November 6: The Duke and Duchess of Kent were present at the State opening of Parliament this morning.

The Duke of Kent, Chairman of the National Electronics Council, this afternoon took the chair at the Council's Annual General Meeting and later attended the Mountbatten Lecture, which was given by Mr Basil de Ferranti, at the Institution of Electrical Engineers.

Captain Charles Blount was in attendance.

The Duchess of Kent this evening attended a Gala Concert in aid of the Lord Mayor's Appeal for St Paul's Choir School on the chair at the Royal Albert Hall.

Mrs Alan Henderson was in attendance.

**THATCHED HOUSE LODGE**  
November 6: Princess Alexandra and the Hon Angus Ogilvy, attended by Miss Mona Mitchell, left Gatwick Airport this afternoon in a Boeing 707 aircraft for Canadian Forces to visit Canada for the 125th Anniversary Celebrations of The Queen's Own Rifles of Canada, of which Regiment Her Royal Highness is Colonel-in-Chief, and the opening of the Royal Agricultural Winter Fair in Toronto.

Upon arrival at the Airport, Princess Alexandra and Mr Ogilvy were received by Mr L. A. Delaney (Deputy High Commissioner for Canada), Colonel R. L. Cowling (Army Adviser, Canadian High Commission), Mr T. L. Wells (Agent General for Ontario) and Mr V. L. Murphy (Deputy Director, British Airports Authority, Gatwick).

After the state opening of Parliament in honour of members of the Diplomatic Corps.

**Crosher and James**  
The partners of Crosher and James, chartered quantity surveyors, held a reception last night at Ironmongers' Hall to celebrate the fifth anniversary of the foundation of the firm.

**Commonwealth Jewish Council**  
Sir Joshua Hassan, QC, Chief Minister of Gibraltar, was presented with the annual award of the Commonwealth Jewish Council for Services to the Commonwealth and its Jewish communities by Lord Young of Grafton at a reception at the Portman Hotel yesterday.

**Dinners**  
Royal Institution of Chartered Surveyors  
The City of London branch of the Royal Institution of Chartered Surveyors held its annual dinner at Drapers' Hall, yesterday evening. Mr Terence Hallam, chairman of the branch, presided and the other speakers were Lord John Joffe, and Dr David Paul, City Coroner. Others present included:

Sir Colin Cole, the President and Secretary of the Institution; Mr John Joffe, the President of the Surveyors' Company; the Master of the Drapers' Company; and the City Surveyor.

**Frutiger's Company**  
Mr R. E. Sarns, Master of the Frutiger's Company, presided at a dinner held last night at Innholders' Hall, Alderman Sir Robin Gillett, Mr M. B. Sykes, Mr N. G. Sheldon, Renter Warden, and Mrs Pauline Halliday, Clerk, also spoke. The guests included the Masters of the Innholders, Master Mariners and Freeman of The City of London of North America Companies.

### Latest appointments

Mr Michael John Turner, QC, to be a Justice of the High Court, to be the Queen's Bench Division.

Brigadier M. N. S. McCand (ret'd) has succeeded Major-General H. E. N. Breslin (ret'd) as Colonel of the Royal Irish Rangers.

Mr Leslie Hardy to be President of the Rating and Valuation Association.

Dr Gordon C. Hard to be Director of the British Industrial Biological Research Association from December 1, in succession to Dr David M. Canning.

Mr Jim Coo to be Deputy Chief Press Secretary to the Prime Minister.

Miss Jean Calmes, Deputy Chief Press Secretary to the Prime Minister, to be Head of Information Division in the Department of Transport in December. She succeeds Mr Michael Devanney, who is moving to the Central Office of Information.

**Anglo-Spanish Ball**  
Prince Edward, Lady Helen Windsor, Infanta Elena and Infanta Cristina of Spain and Princess Alice of the Hellenes were present at the Anglo-Spanish Ball held last night at Grosvenor House. The Spanish Ambassador, president of the ball and President of the Anglo-Spanish Society, accompanied by Señora Puig de la Bellacosa, received the guests.

**Royal Institution**  
Professor John M. Thomas, FRS, of the Royal Institution, was appointed Director of the Royal Institution and resident professor and director of the Davy Faraday research laboratory from October 1986, in succession to Sir George Porter, FRS, who has been nominated as the next president of the Royal Society.

Professor David Phillips, Wolfson professor of natural philosophy in the Royal Institution, has been appointed Deputy Director of the Royal Institution from the same date and will be acting director from January to September 1986.

Dr Anthony K. Chestman, tutor in inorganic chemistry at Christ Church and lecturer in chemical crystallography, Oxford University, has been appointed professor in the Royal Institution from October 1986, and a new chair of solid state chemistry is to be established. This appointment will be held concurrently with his Oxford post.

Sir George Porter will remain as Fulcrum professor of chemistry in the Royal Institution until August 1988.

**Wheelwright's Company**  
A dinner for the lively of the Wheelwright's Company and their ladies was held yesterday at Trinity House. The guests were received by the Master of the Company of Watermen and Lightermen of the River Thames, Mr D. J. Piper, replied to the toast of the guests which was proposed by Mr J. B. Lumsden.

**Anglo-Portuguese Society**  
The Portuguese Ambassador presided at the annual dinner of the Anglo-Portuguese Society which was held yesterday evening at the Hotel Inter-Continental. The guests of honour were Viscount Whitelaw, CH, Lord President of the Council, and Viscountess Whitelaw and Rui Maccote, until recently Vice Prime Minister and Minister of Defence of Portugal.

**Service dinners**  
RNVR Club (Scotland)  
The annual Trafalgar Night dinner of the RNVR Club (Scotland) was held on November 1 on board SV Carrick. The Immortal Memory was proposed by Admiral Sir Nicholas Hunt, Commander in Chief Fleet. The guests included: Lieutenant-Commander Sir Norman Arthur, Vice-Admiral G. M. F. Vallings, Air Vice-Marshal F. H. Tetley, Rear-Admiral R. K. Fischer, FCIN, Rear-Admiral J. D. Williams, USN, and the Commanding Officers of the RNR and RMR Divisions in Scotland. Vice-Admiral Sir Ian McGeech presided.

**The Queen's Royal Irish Hussars**  
The annual regimental dinner of The Queen's Royal Irish Hussars was held last night at the Cavalry and Guards Club. Lieutenant-General Sir Brian Kenney, Colonel of the Regiment, presided.

## Forthcoming marriages

Mr G. W. H. Adams and Miss M. A. Morten

The engagement is announced between Geoffrey, elder son of Mr and Mrs G. J. Adams, of Benalla, Victoria, Australia, and Madeline, daughter of Mr and Mrs G. E. Morten, of Tolland, The Rock, New South Wales, Australia.

Mr P. J. Capper and Miss J. A. Ares

The engagement is announced between Peter Julian, younger son of the late Major C. F. Capper, of Nairobi, Kenya, and of Mrs Rosamund Capper, of Beith, Sussex, and Jennifer, younger daughter of the late Lesley Ares, of Johannesburg, South Africa, and Mrs Mary Ares, of Sevenoaks, Kent.

Major W. H. S. Douglas and Miss F. M. Riddle

The engagement is announced between William, elder son of Mr Ian Douglas and the late Mrs Douglas, of Castle Douglas, and Frances Mary, eldest daughter of Brigadier and Mrs R. W. Riddle, of Blyth Bridge, Pembrokeshire.

Mr R. F. J. Fankner and Miss A. A. Ares

The engagement is announced between Rupert, eldest son of Mr D. A. Fankner, of St Radegund, Austria, and Mrs G. L. Wery, of York, Yorkshire, and Princess Drive, London, and Kyoia, elder daughter of Mr and Mrs S. A. Ares, of Tokyo, Japan.

Mr S. Gonzalez-Moreno and Miss A. Taghary

The engagement is announced between Simon, son of Mr Jaime Gonzalez-Moreno, of Lucerne, Switzerland, and Mrs Eve Pemberton, of St. Helier, Jersey, to Emma, daughter of Mr and Mrs Taghary, of Peking, China.

Mr S. J. Halliday and Dr S. E. Davies

The engagement is announced between Simon, youngest son of Commander (RN ret'd) and Mrs D. S. Halliday, of Marlborough, Dorset, and Suzanne, daughter of Dr and Mrs Duncan Davies, of Wimbledon, London.

Mr C. H. Peers and Miss A. R. Yeo

The engagement is announced between Christopher Hunter Peers, of 16 Paradise Walk, Chelsea, and Annabella, youngest daughter of Brigadier and Mrs Colin Yeo, of Manor Cottage, Wadhurst.

Mr J. P. D. Rankin and Miss D. W. J. Fothergill

The engagement is announced between Julian, youngest son of Mr Dugald Rankin and Mrs Helen Reid, of London, and Jane, youngest daughter of Mr and Mrs Richard Fothergill, of Richmond, Surrey.

Dr R. G. Sutcliffe and Dr M. S. Camp

The engagement is announced between Roger Graham, son of Lieutenant Colonel (ret'd) and Mrs R. Sutcliffe, of Alderley Edge, Cheshire, and Maria Savera, daughter of Dr A. and Dr R. Camp, of Palermo, Italy.

Mr S. K. Tester and Miss M. E. M. O'Hara

The engagement is announced between Stephen, son of Mrs Andrew Tester and the late Mr Kenneth Tester, of Surbiton, and Margaret, elder daughter of the late Mr and Mrs David O'Hara, of Bedford.

Mr A. H. Tet and Miss D. O. Lamm

The engagement is announced between Andrew Tet, of Zululand, Natal, son of the late Mr Michael Tet, QC, of Zimbabwe, and of Mrs Jennifer Gilling, of London, and Deborah, youngest daughter of Mr and Mrs Gilling, of Lurn, of Melbourne House, St John, Jersey.

Mr H. D. Thomas and Miss E. A. Barracough

The engagement is announced between Howard David, elder son of Mr and Mrs Geoffrey Thomas, of Esher, Surrey, and Catherine, daughter of the Rev Owen and Mrs Barracough, of Christ Church, Swindon, Wiltshire.

Mr J. L. White-Hamilton and Miss D. J. Fraser

The engagement is announced between John, younger son of Mr and Mrs A. H. A. Hamilton, of Macarney Castle, Cork, Republic of Ireland, and Diana, younger daughter of Mr and Mrs H. B. Fraser, of Manor Farm, West Cheltenham, Dorset.

### Sale room

## Post-war art fails to sell in New York

By Geraldine Norman, Sale Room Correspondent

Expensive post-war art proved extremely difficult to shift when Sotheby's offered a range of important works in New York on Tuesday. The auction began at a million dollars, but by the end of the day, the auctioneer had to accept a bid of \$1.8 million (estimated \$300,000-350,000) for a painting by Francis Bacon.

The longest painting ever offered at Sotheby's, a 500-in "Savage de Cristo", of 1967, did not attract a single bid when the auctioneer opened the bidding at \$500,000. The pre-sale estimate was \$750,000 to \$1 million. He tried a \$700,000 same offer for the 240-in "Savage de Cristo", but again there was no bid. The large canvas is mostly red with a white stripe at each end.

Both the important paintings by David Hockney failed to sell. His 10-ft double portrait of "Christopher Isherwood and Don Bachardy", painted in 1968, was bought in at \$370,000 (unpublished estimate \$300,000-500,000), while "Domestic Scene, Broadchaithe, Wilts", of 1963, which depicts Joe Tilson and Peter Phillips sharing a sofa in Richard-Buckle's Wiltshire cottage, was bought in at \$100,000 (estimated \$250,000-300,000). A 155-in "Untitled" was bought in at \$325,000 (unpublished estimate \$700,000-900,000).

In contrast, there was very active bidding at the lower end of the market and it was a big day for Cy Twombly, the American artist who has lived and worked in Italy for the past 30 years, producing large canvases which look as if they have been scribbled on. A characteristic 5-ft example of 1966 made a million-dollar record for his work at \$418,000 (estimate \$300,000-350,000) (or \$287,285).

The other Twomblys were also selling well above estimate. Hitherto there has been an active market for his work in Europe, but now interest is growing in the wealthier American scene.

Another new auction price record was the \$45,100 (estimate \$40,000-60,000) for Carl Andre's "Equivalent III" of 1969. This is an arrangement of 120 bricks in two layers from the same series as the bricks bought by the Tate Gallery in 1976, which caused a public uproar and called the nature of art into question. Andre created seven arrangements of 120 bricks in 1969, a reconstruction of an art society first exhibited in 1966. The Tate set was sold to have cost the nation \$1,000.

In Sotheby's London sale of topographical paintings, Spink's paid \$36,300 (estimate \$12,000-18,000) for a 1940s set of 64 Chinese watercolours from the studio of Ting Qua. The sale totalled \$361,735, with 10 per cent unsold. Their sale of arms and armour made \$144,490, with 28 per cent unsold and including a pair of duelling pistols of about 1814 by Joseph Manton at \$5,500 (estimate \$5,500-10,500).

**Shakespeare mural found**  
A wall painting recently found behind paneling and whitewash at the White Hart Hotel, St Albans, Hertfordshire, has been described by Dr Clive Rouse, a consultant to the Royal Commission on Historical Monuments, as a national art treasure.

The mural, dating from 1600, shows the death of Adonis from Shakespeare's early narrative poem, "Venus and Adonis". Beskins, the brewer who owns the hotel, have so far spent \$15,000 restoring the picture.

**City Livery Club**  
The following have been elected officers of the City Livery Club for the ensuing year: President: Sir Norman A. Royce; vice-president: Sir John Welch; secretary: Mr Deputy Bernard L. Morgan; treasurer: Mr Philip F. Alday.

**Science report**  
**Quake simulator should lead to safer buildings**  
By Thomson Prentice, Science Correspondent

Earthquakes of the past, including the recent Mexico disaster, will be re-created in a laboratory next year by the British civil engineers. An earthquake simulator, consisting of a three-metre square table driven by computer-controlled hydraulic rams, is being built at Bristol University, at a cost of £475,000.

It will enable scale models weighing up to 15 tonnes to be shaken by the power of previously recorded earthquakes. The simulator, provided by the Science and Engineering Research Council, will be used to develop methods of designing essential buildings such as hospitals, dams, suspension bridges and other structures which need to withstand such natural forces.

Data from arrays of electronic detectors on the models will be analysed with digital signal processing equipment to help experts in the construction industry as well as academic researchers.

The simulator, which should be operational by the end of next year, is a symbol of the earthquake engineering research programme being funded by the council. The programme is being given priority for three reasons. A large volume of overseas work in which design against seismic forces is mandatory is already carried out by the British construction industry. New European Community regulations, now in draft form, will require the design of major structures in a number of large constructions in Britain, apart from those already relevant to nuclear power stations. The third reason is the responsibility which university engineering departments have, through the council, of involving themselves in fundamental research.

The provision of earthquake design of some structures in Britain is reminiscent of the UK's not immune from seismic threat, as evidenced by the 5.5 magnitude quake in July of last year, with its epicentre on the North Wales coast.

## OBITUARY

### MR SPENCER KIMBALL Head of Mormon Church

Mr Spencer W. Kimball, the president and prophet of the Mormon Church since 1973, died in Salt Lake City, Utah, on November 5. He was 90.

Under his energetic leadership the membership of the Church of Jesus Christ of Latter Day Saints went up by over sixty per cent, a fact in a large measure attributable to his decision to admit blacks to the Mormon priesthood.

Born in Salt Lake City in 1895, Kimball who owned and managed his own insurance company, entered full time church service in 1943 and became the 12th prophet, seer and revelator of the Mormons in 1973 after more than thirty years as a member of the council of the 12 apostles, one of the church's key governing bodies.

Before age and infirmity circumscribed his activities Kimball was one of the church's most vigorous leaders. Though conservative on most social issues, in 1976 he announced that a divine revelation had commanded him to cease the practice of denying to blacks membership of the priesthood, with the result that there was a surge in membership of the church.

Kimball also greatly increased the Mormon missionary force and himself travelled the world, notably as the first Mormon leader to visit communist countries. As a result of his revelation the Mormon church also won converts in the third world.

Kimball also astonished the US Defense Department in 1981 by a fierce condemnation of the plan to construct the MX missile system in Utah. Later a series of serious operations had largely confined him to his apartment.

During the period of his leadership, the membership of the church rose from just over three million to well over five million.

However, Kimball proved a thorn in the side of women's rights activists for his implacable opposition to the Equal Rights Amendment, designed to put women on a par, legally, with men. And the Mormons' political strength in the states of Utah, Nevada and Arizona was deployed against women's rights activists' attempts to secure the necessary approval of 38 state legislatures.

Kimball also astonished the US Defense Department in 1981 by a fierce condemnation of the plan to construct the MX missile system in Utah. Later a series of serious operations had largely confined him to his apartment.

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# SPECIAL REPORT

November 7, 1985  
By Barrie Clement

## Academic line in business

When the Government decided to trim what it saw as financial fat from our academic institutions the experience for most universities was traumatic. But for the University of Wales Institute of Science and Technology, set largely in the seeming luxury of the stately Cathays Park, Cardiff, it was merely confirmation that the college would have to continue to conduct its business as it always had done.

The word "business" with all its connotations is not foreign to the institution. Dr Aubrey Trotman-Dickenson, the principal, says: "In more ways than one we have 'managed to succeed'. We must be the most tightly-managed university in Britain."

When the Jarra Report was published in March it was heavily criticized by the universities because it exhorted them to run their affairs in a business-like fashion. "The strong implication by the academics was that they were above such things," says Dr Trotman-Dickenson.

The capacity of the principal and his senior staff for running a tight financial ship and for keeping the institution's academic feel on the ground through strong commercial links with government and industry has also enhanced its educational reputation.

This year the institute will receive a 30 per cent higher share of entry applications from aspiring undergraduates. And the standard of A level results by the applicants has also risen appreciably faster than the national average.

The University Grants Committee, not known for its largesse in recent years, has decided to spend about £12 million on a new engineering complex for the institute on Newport Road at the eastern end of Cardiff. "It will be the biggest single project envisaged by the UGC within the next few years," says Dr Trotman-Dickenson.

The process of integration is under the guidance of Professor David Williams, president of

Wolfson College, Cambridge, who was nominated by the University Grants Council and appointed by the colleges in July 1984. He is acting as an independent chairman with the help of Stephen Bragg, former vice-chancellor of Brunel University, who was appointed financial moderator in December 1984.

The institute's prospect is now "a rapid ascent after a delayed start", says Dr Trotman-Dickenson. The institute has enjoyed a huge increase in the money it has received from outside sources recently. During the past two years the financial input has doubled.

Much of the research conducted by the college is undertaken away from the premises, partly because of the restriction on space and partly because the institute has always been outward looking. Professor Patrick O'Sullivan, who holds the chair in architectural science, for instance, has been constantly involved in solving problems for both the private and public sectors. He spends much of his time, along with his colleagues, on projects away from the campus.

Professor Ronald Edwards, the applied biology specialist, is keen to promote the idea of part-time academics who spend half their time working "in the real world". Professor Edwards and his students spend much of their time in field research.

The engineering department, under the stewardship of Professor Denis Towill has been in the vanguard of universities with a strong interest in "teaching companies", where researchers tackle major prob-

lems for outside organizations and as a consequence spend much of their time away from Cathays Park.

The institute has also been outward-looking in another sense. Out of more than 3,000 students, about a sixth are from overseas - one of the highest proportions at a British university. But conscious that such sources of income can be erratic, the institute - consistent with its policy - has spent the money on items that can be cut. This "dual economy" as Dr Trotman-Dickenson calls it, has enabled the institute to ride out the financial storm. The cuts have meant that the number of



Dr Aubrey Trotman-Dickenson, the UWIST principal, outside one of his college buildings. And (above right) Professor Ronald Edwards, the applied biology specialist who favours the concept of part-time academics



## Ink that sinks the pirates

Professor Harry Heller has disclosed to *The Times* a discovery which could defeat the "pirates" who make counterfeit goods and forge documents. He and colleagues in the department of applied chemistry at the University of Wales Institute of Science and Technology, developed new organic chemicals that can be used to make special inks to label goods.

The research has been funded by a large - and anonymous - company which hopes to market the inks as a means of confounding the pirates. The activities of the counterfeiters are estimated to be worth about £40,000 million world-wide and to have cost thousands of jobs in Britain.

Professor Heller says: "There would be little point in the Mafia kidnapping me to extract the secret formula because the inks can be made with different additives to produce an infinite number of different effects."

The newly discovered materials respond to light and only Professor Heller and his close colleagues know how to make them. Compounds that change colour reversibly on exposure to ultra-violet light and show the reverse change in white light or when exposed to warmth have been known for more than 100 years and are termed "photochromic". Professor Heller's chemicals are called "heliocromic" because of their special property of changing colour in sunlight and fading rapidly under diffused lighting conditions.

The response of the heliocromic compounds is only possible because they are highly sensitive to ultra-violet light, sensitive to white light, and yet at ambient temperatures they fade rapidly.

A wide range of heliocromic materials have been developed, each with its own characteristic colour change and unique rate of colouring and bleaching. A heliocromic ink made from one combination of materials will differ from any other mixture.

Professor Heller says: "Since the components and composition of the ink are secret and additives can modify colours and responses, heliocromic marks provide considerable protection to manufacturers, wholesalers, retailers and customers, who can check that the item is genuine by the simple expedient of exposing the heliocromic mark to the light of a flashlight."

Professor Heller, who holds the chair of organic chemistry, points out that the substances could be used on metal goods such as spare parts for cars, watches and clocks so that the genuine goods can be distinguished from the pirates'.

The compounds can also be used to prevent the forgery of printed articles such as bank notes, cheques, stocks, bonds and any other officially issued documents of value such as passports and tax discs. It is argued that it would make the work of forging Wimbledon and FA Cup Final tickets almost impossible.

### 'Tight management' policy to beat Government squeeze on funds

Students entering all British universities have fallen in recent years and the entry requirements have consequently risen.

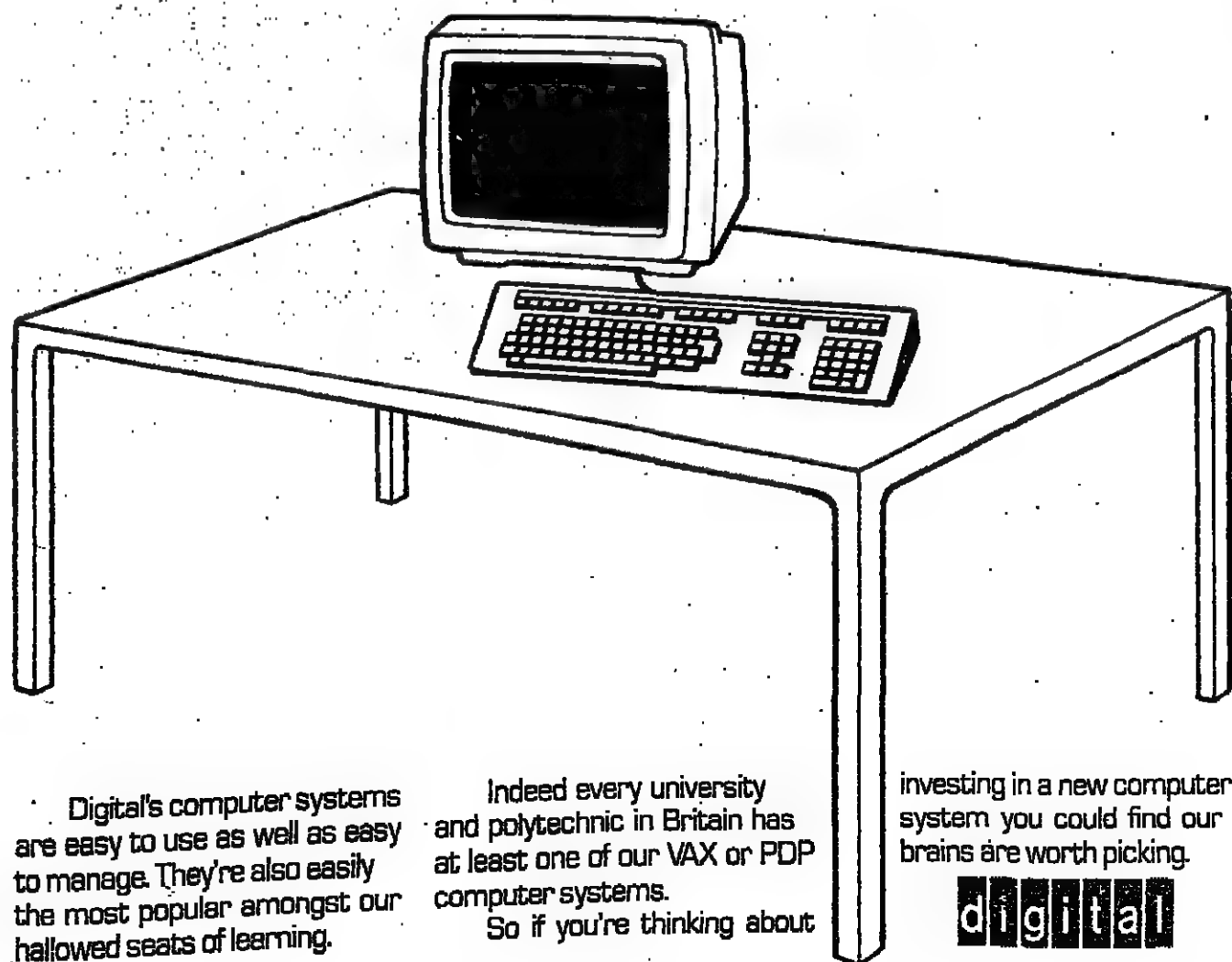
In common with the experience of other universities, the institute has found that the higher standards achieved by entrants have not resulted in an increase in the proportion who obtain first-class or even upper

second-class honours. But there has been a marked improvement in the lower rankings and a substantial reduction in the number of those who fail to stay the course and take a degree.

As a means of encouraging applications from those with higher qualifications, the college launched a system of scholarships based on A levels for about 10 per cent of its intake of British students. These scholarships are worth £300 a year for three years.

The philosophy of the incentive is also used to motivate staff. Dr Trotman-Dickenson points out that the standard of any university is obviously dependent on the performance

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INSTITUTE OF SCIENCE AND TECHNOLOGY  
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## Robots point to future

Tomorrow the institute reaffirms its commitment to the development of advanced manufacturing techniques when Mr Nicholas Edwards, Secretary of State for Wales, officially opens the new Automation and Robotics Centre.

The unit was originally founded in August 1983 to cater for the research and development needs of industry in the South Wales and Severnside areas. Since then it has developed as one of the important ways in which the institute's faculty of engineering has carried out collaborative work with manufacturing.

The centre is under the direction of Professor Paul Drazan, one of the founder members of the British Robot Association and an academic with considerable involvement in industrial projects with major companies.

The main objective of the unit is, in the words of Professor Drazan, "to strengthen the links with industry and to provide the bridge between industry and the engineering departments for the transfer of technology."

The areas of expertise and



Professors Paul Drazan and Denis Towill, with robot

interest within the facility are computer-aided engineering; automatic inspection, condition monitoring and system test technology; and flexible manufacturing systems and robot technology.

Among the current projects undertaken in and around the centre are the development of an automatic testing system for finished washing machines, a means of monitoring imperfections in fruit on a production line and methods of improving the sensory systems of remote-controlled deep sea tools.

Located in the Bute engineering building in Cathays Park, the centre comprises computer-aided design equipment; a microcomputer development

laboratory; and a vision, flexible manufacturing systems and robotics laboratory.

Professor Drazan believes that the complex "provides an efficient and cost effective umbrella for research, collaborative projects with industry and continuing education and training."

The research work is largely sponsored by the Science and Engineering Research Council which awarded the centre one of two major Robotics Initiative Grants on automatic assembly in 1981. Earlier this year the unit received £296,000 from the Welsh Office in conjunction with Cardiff City Council and South Glamorgan County Council to promote an industrial unit within the centre to

cater solely for industrial consultancy and projects.

One area of special interest for the dean of the institute's faculty of engineering, Professor Denis Towill, is an advanced master's degree course for linking information technology to production systems.

The M-Eng in systems engineering was founded in October 1982, based on the 300 experience gained from an earlier course in system test technology. UWIST was specifically highlighted in the recent Butcher Report entitled "Signposts for the Future" as a model of good practice.

The course deals with the aspects of information technology which has specific relevance to manufacturing.

## Full ahead in maritime study

A college of limited size like the institute has to specialize if it is to survive and flourish. As part of this strategy the institute has developed a unique centre in Britain which combines expertise in maritime studies and the law.

Ten years ago the college set up its Centre for Marine Law and Policy which recently provided the focus for the 19th Annual Conference of the Law of the Sea Institute.

The symposium was jointly sponsored by the Cardiff group and the Law of the Sea Institute of the University of Hawaii and provided the first occasion when the conference was held in Britain.

The venue of the meeting is added as evidence of the progress and reputation of the UWIST organization and it has provided a further stimulus to its development. As the leading British centre it provides teaching, research and consultancy work over a broad range of marine law and policy issues.

Professor Edward Brown, head of the UWIST law department and director of the centre, says the group developed partly as a result of the search for a legal specialization. "It has certainly given us a niche," says Professor Brown.

"It is very much a joint operation between the two departments and has enriched them both as a consequence."

The whole area of marine law

under the sea are exploited for the benefit of the whole of mankind.

International maritime law also concerns itself with the prevention and control of pollution and the provision of compensation for damage, and the rules governing the rights of passage through foreign territorial waters and international straits.

Professor Francis Cadwallader is the specialist in commercial maritime law. He and his colleagues have provided postgraduate courses in the carriage of goods by sea, marine insurance, Admiralty law and the law of international trade and transportation.

Close links have been established with a number of United Nations agencies engaged in the development of shipping law. The centre has provided assistance to the shipping legislation division of the United Nations Conference on Trade and Development on vessel registration and maritime fraud, the incidence of which has increased substantially during the worldwide recession. Further consultation has been provided on the preparation of an Admiralty code for use throughout the world.

Professor Cadwallader has also advised the International Labour Organisation on safety and mariners' rights, a subject of rising concern to the National Union of Seamen and Nautical Officers' union. An increasing proportion

Professor King says the department offers a unique combination of interests and disciplines in the British university system and has developed a whole range of contacts throughout the world as a consequence.

The work of Professor King and his colleagues can be divided into two broad areas: transportation, which embraces shipping and ports, and marine resource management.

The research into transportation is carried out by Professor Richard Goss and his assistants in the maritime economics field, particularly in relation to shipping taxation, liner conferences, port pricing and ships' costs. Professor King's contribution in this area is exemplified by his pioneering work in the introduction of information technology to shipping. Marine resource management is a new and growing field of interest and is concerned with the use of marine space. The exploitation of the sea's resources, particularly of oil and gas, has led to a rapid application of new technology and the development of a legal framework in which commercial ventures take place.

Together, these stimuli are providing a climate in which the orderly management of marine space is both feasible and necessary, says Professor King.

Consequently, this has become an important area of work for the centre and one which has led to an expansion of both research and undergraduate teaching under the direction of Professor Alistair Couper.

Around one third of the 200 students in the Maritime Studies Department come from overseas, as would be expected with a section with strong international implications. The staff travel widely on consultancy work.

Departmental staff are also engaged frequently in organizing or contributing to educational and training programmes overseas, particularly in developing countries.

The law department also exists as a separate entity, of course, to which about 60 undergraduates and 30 postgraduates are admitted each year. The figures are not as high as many other law schools, but it enables the maintenance of a friendly and informal atmosphere.

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### Vital 'bridge' for industry

The institute is a strong supporter of the "teaching company" scheme sponsored by the Department of Trade and Industry and the Science and Engineering Research Council.

Each "company" involves a good quality graduate seconded by the college who is set to work to find a solution to a technological problem encountered by an industrial firm and follow it through to effective implementation.

The cost of such schemes are presently borne 35 per cent by the Department of Trade, 35 per cent by the research council and 30 per cent by the industrial partner.

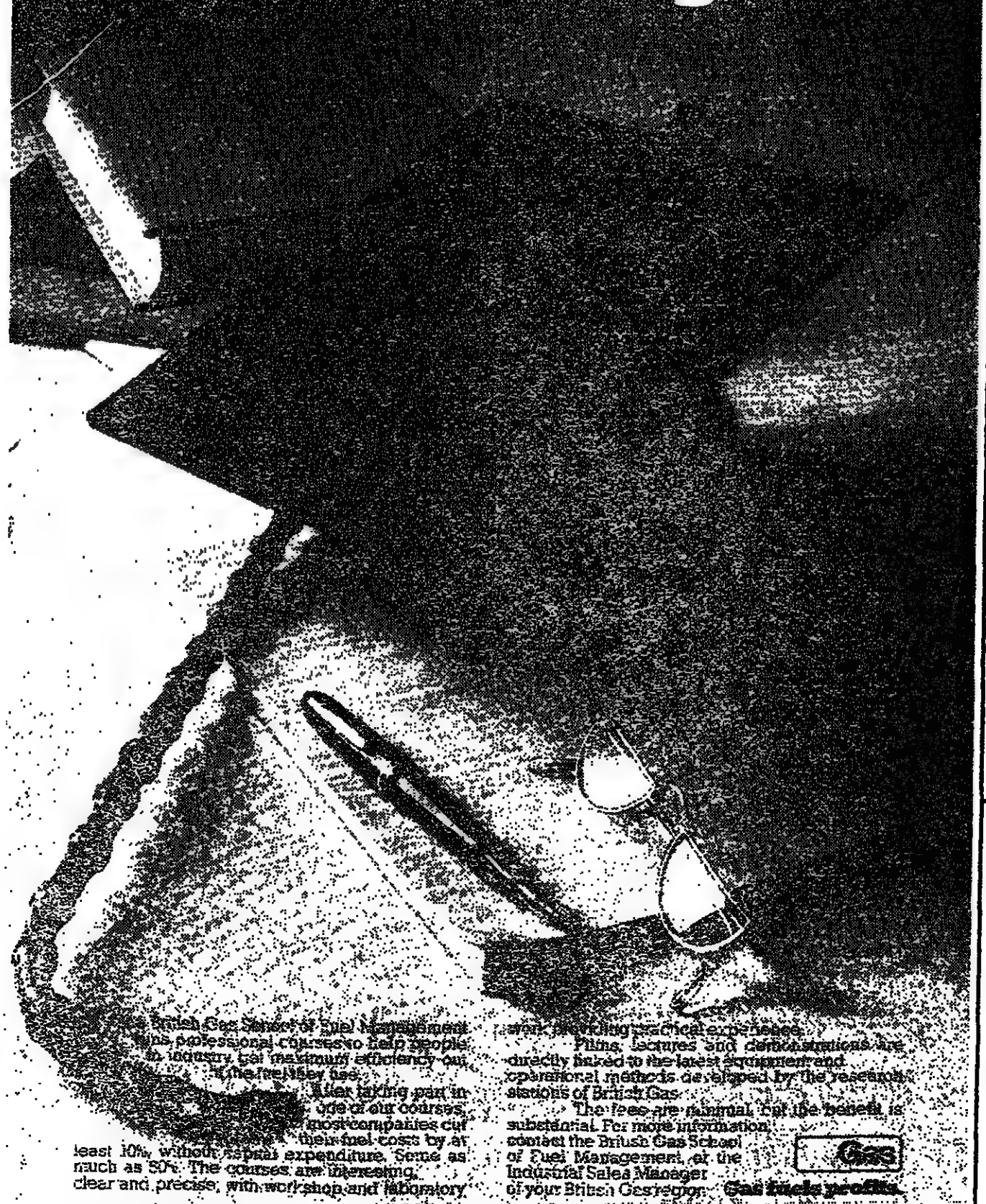
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UNIVERSITY OF WALES INSTITUTE  
OF SCIENCE AND TECHNOLOGY/3**(SPECIAL REPORT)**

هكذا من العمل

**The men who spot the errors**

Ultimate control of large, powerful and potentially dangerous industrial plants can be in the hands of one person sitting in front of an array of dials.

Errors by the operator, particularly at nuclear and chemical installations, can have catastrophic effects of an immensity to dwarf the disaster at Flixborough.

The Applied Psychology Department at UWIST is engaged in the crucial task of devising training programmes for control-room personnel to enable them to trace faults with speed and efficiency.

Professor Keith Duncan, who directs the research, emphasizes the importance of versatility in the operator so that he or she is able to diagnose unfamiliar or unforeseen problems.

"A conventional account of how a plant works and the consequences of the control panel of pumps stopping, steam supplies failing and so forth, does little to improve problem-solving," says Professor Duncan.

The first improvement to learning techniques, which resulted in an encouraging enhancement in diagnostic versatility, was by teaching "rules of thumb" which experienced operators in the industry employ. With this method trainees achieved nearly 70 per cent accuracy when required to diagnose failures they had not seen during their training. After experience of a specific training scheme devised by the department, however, the rate of correct diagnosis went up to 90 per cent.

Professor Duncan and his associates worked out an experimental programme which withholds control panel indications until they are sought by the trainee. Instead of a control panel the list of indicators and their readings are provided on request.

In the laboratory studies a computer graphics terminal was used, but in subsequent trials the trainee was simply provided with a pencil and paper. Therefore any information sought by the trainee and the order in which it was sought, ceases to be "private".



New technology: Dr Dylan Jones and Professor Keith Duncan question a student

The laboratory findings were confirmed in a collaborative study with ICL, which proved the efficacy of the training method where information is withheld until sought.

Operators involved in the cyclohexane oxidation process, which achieved notoriety in the Flixborough disaster, received training by the UWIST method. The training programme was carried out by ICI personnel who had been instructed in the procedures by staff in the Applied Psychology department.

Professor Duncan comments: "It is worth noting that, although we were present during all testing, the training scheme was otherwise carried out without any intervention by us - an important point to put to those who question whether 'ivory tower' developments

**Impact of technology being studied**

Professor Duncan argues that the problem tackled in the department's research are unlikely to remain confined to large capital-intensive installations. The increasing introduction of cheap information processing machines means that similar difficulties will be experienced in other areas of industry and commerce, he says.

The impact of new tech-

nologies on human efficiency and well-being is being studied by Dr Dylan Jones, director of the department's Human Performance Research Group.

The group is currently engaged in the effects on human performance of the introduction of voice input as an additional channel of communication between man and machine.

Dr Jones says: "The human operator may find it easier to learn and deploy spoken commands which consist of words drawn from natural language rather than cryptic key-stroke sequences used by many keyboard-based systems."

He points out that the introduction of speech input

releases the hands and eyes to perform other tasks. Although these advantages cannot be fully realized yet by the electronic techniques available, Dr Jones believes that research has to anticipate these technical advances by using simulation to see how the human element can constrain the power of the machine.

The £500,000 project has provided a means of developing a close working relationship with both industry and government. Participants include Smiths Industries, whose primary interest is in civil avionics, and Xionics, whose main concern is in office work stations.

**Wales has the answers**By Nicholas Edwards,  
Secretary of State  
for Wales

The creation of closer links between the business community and the universities and other institutes of higher education is an objective to which the Government attaches a high priority because such links can only be of considerable and demonstrable benefit to the academic community and to industry and to the economy as a whole.

This is no less true in Wales than elsewhere since we have in the university colleges, the polytechnic and the Institutes of Higher Education a most valuable resource which can and should increasingly be used to the benefit of the development of the Welsh economy.

There are many roles for the academic institutions to play. They can provide a supply of suitably qualified people trained in the skills that industry and commerce require. They can help businesses by providing technical consultancies. Through such consultancies they can help industry to appraise new products and processes and where appropriate assist individual firms both to develop new products and to use new techniques in manufacturing processes.

I am pleased to say that the University of Wales Institute of Science and Technology has played an important part in such activities and the development of the Automation and Robotics Centre will now take UWIST's commitment in its field a stage further. In conjunction with South Glamorgan County Council the Welsh Office has been able to support the development of the Automation and Robotics Centre with an urban programme grant of £246,000 over two years.

The ARC's objective is to assist industry in adopting new



Nicholas Edwards: 'A benefit to the Welsh economy'

techniques for effective manufacture by providing expertise in the appropriate disciplines. It will undertake this through training which will provide graduates with the skills required in industry; through research in collaboration with companies and through the Teaching Company Programme; and through consultancies with individual firms. It will be working in the important areas of micro-electronics, robotics and advanced manufacturing systems.

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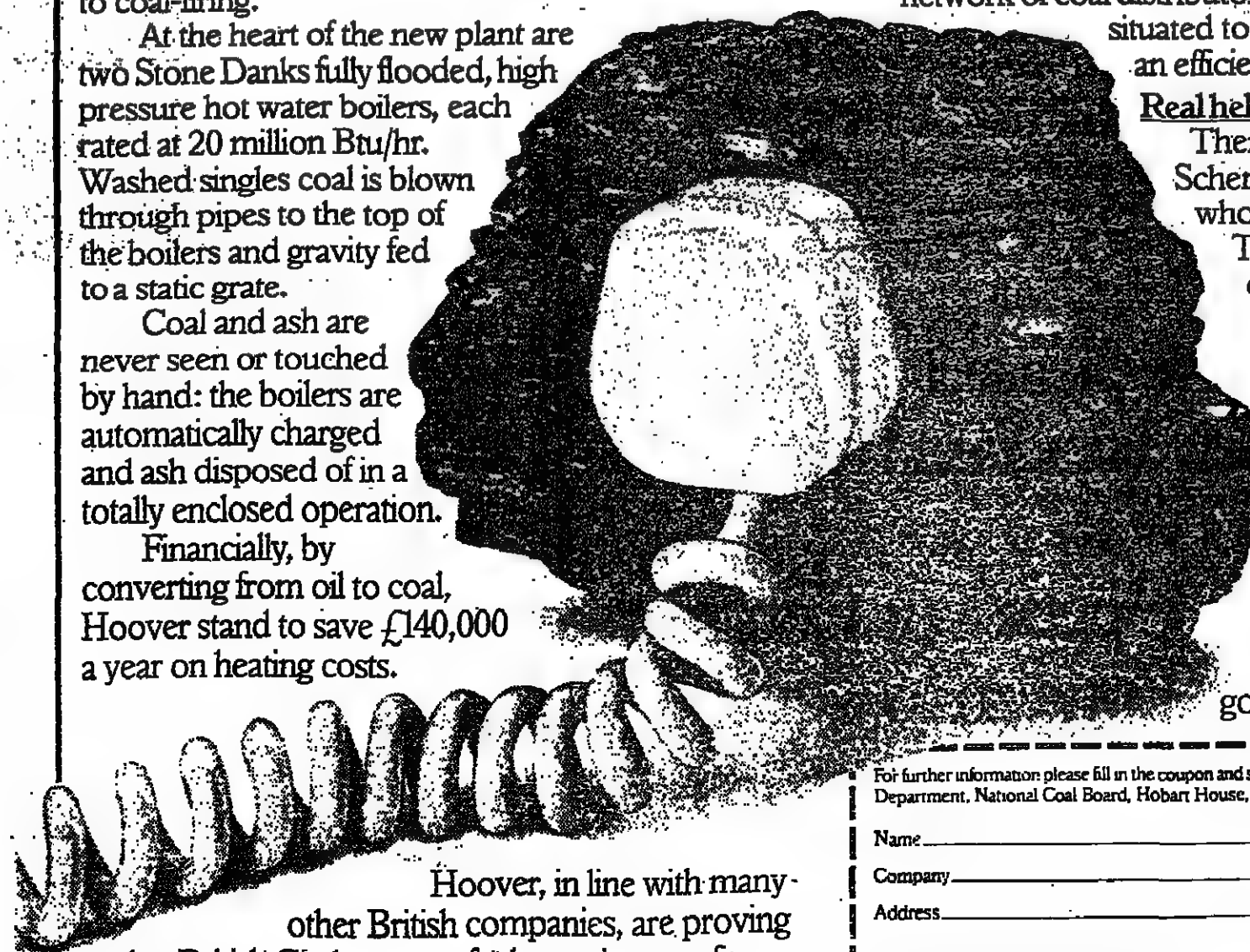
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## How off-peak power warmed the choristers

In the Middle Ages when the choristers of Lincoln Cathedral felt the cold, small boys scuttling along subterranean passages would place hot bricks under their bottoms.

In recent times the supply of small boys has dried up and the problem of keeping the choir warm was presented to Professor Patrick O'Sullivan, head of the Welsh School of Architecture.

Professor O'Sullivan and his colleagues substituted the prosaic for the comical by introducing off-peak electricity. And in such a manner that the priceless wooden benches on which the choristers sit are not in danger of warping or cracking.

Such a venture belies Professor O'Sullivan's professional philosophy which he sums up as the "importance of the ordinary". Most people regard buildings as unexciting because they live and work in them, "but that's precisely what makes them important", he says.

The school of architecture seems to have derived as much satisfaction out of designing low energy advance factories for the Welsh Development Agency - "the most replicated building in Britain outside housing" - as they have from the installation of new lighting in St Georges' chapel at Windsor so that

people could see the building to its best effect.

Professor O'Sullivan is keen to emphasize the school's insistence on solving practical problems. Contacts with outside agencies form a considerable proportion of the work of senior academics.

The difficulties experienced by those responsible for the building and maintenance of buildings are presented to the school's team of 25 researchers. Their solution to the query is then fed back into "the real world" and the progress of their solutions monitored. Professor O'Sullivan characterizes the approach as a never-ending cycle in which the university and the world outside is enriched by constant contact.

The school works with four kinds of outside agency: professional architects, industry, developers and financiers.

The research team is currently advising on the design of a low energy hospital near Ryde on the Isle of Wight in which the layout of the structure will seek to minimize the amount of heating required. Wards are to be built adjacent to the high technology area of the hospital where much of the medical electronic equipment is used. The idea is that the heat generated in the high technology area is used to sup-

plement the heat required in the wards.

Contact with architects is also kept up through the mid-career courses run by the University of Wales Institute of Science and Technology (UWIST). The emphasis is not on lectures in the history of architecture, but on entirely practical subjects such as the movement of air and the distribution of heat in structures, information on the latest building regulations and reminders on the laws of acoustics.

Close liaison with property developers from the Welsh Development Agency to the High Street store companies have also served to enrich the academic and pragmatic mix.

"Put bright people together and all sorts of things can happen", says Professor O'Sullivan. The project at hand is the excuse and what comes out of it can be very exciting indeed.

"We're in the business of fitting things together - theory and practice, and a whole range of disciplines such as physics, engineering and sociology. In the end we try and come up with a better quality of life - and in industry, increased productivity as well".

The school operates a "building clinic" which diagnoses and treats "sick" buildings. Sometimes the



Professor Patrick O'Sullivan: The ordinary is important

buildings are so sick that those responsible for them end up in court. But it is the school's policy never to give evidence against professionals.

A whole new area of litigation could be opened up by a recent ruling in the High Court which declared condensation "a statutory nuisance". Cardiff City Council has asked the school to advise them in a possible test case.

The constant fight against campus introversion has led Professor O'Sullivan into some widely different situations. Last summer he spent much of his time on the official inquiry into the outbreak of Legionnaire's Disease at Stratford Hospital. His

expertise on the use of energy in buildings and his consequent knowledge of air flows made his contribution invaluable. The disease is thought to be spread through ventilation systems.

His knowledge of such matters has also taken him to the Royal Academy where instead of introducing a new and expensive air conditioning to keep the pictures at a constant temperature, Professor O'Sullivan resurrected the Victorian heating and ventilation system.

Professor O'Sullivan, with his theoretician, Dr Peter Lewis, have carved out another worldwide reputation for UWIST in a highly specialized area.

It would be both inappropriate and unwise to drink one of Professor Ronald Edwards' "cocktails". For when the professor refers to what, under normal circumstances, might be thought of as a beverage, in fact he is talking about "bug cocktails".

Professor Edwards' applied biology department at the University of Wales Institute of Science and Technology, is evolving mixtures of microbes with an inordinate capacity for the consumption of toxic chemicals.

The research is part of the highly practical approach to biology favoured by the department's 15 academics and 40 research staff.

"Every member of the staff gets involved with society's activities," says Professor Edwards, who holds the chair in applied ecology.

In fact, the department has three part-time professors who spend differing proportions of their working lives on external duties.

Professor Howard Slater is United Kingdom research director for Biotechnology, an American company, and Professor Ray Beventon acts as an international consultant on fisheries.

"This close relationship with both private and public industry pervades the department's many research and teaching activities," says Professor Edwards.

## A cocktail not for drinking

The department's research activities are largely concerned with two broad and overlapping areas: hydrobiology and fisheries, and applied microbiology.

One area of major interest in the sphere of hydrobiology and fisheries is the study of acid rain. It is a problem which not only affects continental Europe to the west of Britain, but causes considerable damage in the streams and rivers of Wales.

Professor Edwards supervises a specialist "acid waters" team which contributes with the Welsh Water Authority, the Natural Environment Research Council, the Forestry Commission and other colleges of the university, to a study of the causes of stream acidification. The work has been supported by the Department of the Environment and the Welsh Office.

The problem is not simply one of acid rain. Another contributor to the phenomenon is the afforestation of around 20 per cent of upland Wales with conifers, and such trees result in soil acidification. The process is

further aggravated by the massive reduction in agricultural liming over the last 30 years in Wales which hitherto gave the earth considerable doses of alkali.

The study therefore also concentrates on land use, and changes in management will be tried in order to minimize the damage to streams and fisheries. The changes include the reintroduction of liming, land improvement and various methods of tree planting, or forest clearance in small river catchment areas.

The head of the UWIST acid rain team, Steve Ormerod, has introduced experimental doses of acidity in some areas which led to fish and other waterborne organisms simply leaving the affected area for less damaging environments downstream.

Together with the Royal Society of the Protection of Birds, Mr Ormerod has studied the effects of acidity on riverine bird life. It has been shown that dippers in particular have disappeared from the affected rivers in mid-Wales, probably because of the loss of aquatic insects on which the birds feed.

The department has also concerned itself with producing ecologically sound methods of pest control, and collaborative study is underway for controlling the flies which commonly emerge from sewage filters and sometimes swarm to nearby houses.



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## New attack on cancer

Dr Paul Nicholls, of the Welsh School of Pharmacy, has discovered a series of synthetic drugs which may be used to suppress the development of some forms of cancer.

Dr Nicholls found that the substances inhibited the effects of the body's natural steroids which contributed to cancerous growth. The work, supported by the Cancer Research Campaign, could be of particular use in carcinoma of the breast.

The work of Dr Nicholls and other specialists at the University of Wales Institute of Science and Technology (UWIST) have contributed to the high reputation of the school, which is the biggest single department in the institute with more than 30 academic staff and 280 students.

Professor Paul Spencer, who holds the chair in pharmacology and is head of the school, believes that students and staff need to work in a "research-orientated" environment.

"An early and substantial acquaintance with the processes of change and development is as important to the aspiring student pharmacist as it is to the dedicated researcher," he says.

Nearly a quarter of the students are postgraduates working for higher degrees. The standards achieved result in 1,400 applications every year for the 60 undergraduate places available.

Expertise in the especially broad range of disciplines involved in the pharmaceutical sciences have been concentrated on three main research programmes: "targeting" drugs on the appropriate part of the body in the correct amounts, the investigation of the skin both as a recipient of medication and a route to other target organs, and a study of how new drugs work.

Two examples of research in the targeting of drugs are the study of the distribution of anti-inflammatory preparations to the actual site of rheumatoid disease; and the restriction of drugs to the lungs in the treatment of asthmatic or infectious conditions.

The school also boasts the only wound dressing evaluation centre in Britain where a large variety of bandages, plasters and other materials are tested and evaluated for both government and commercial bodies.

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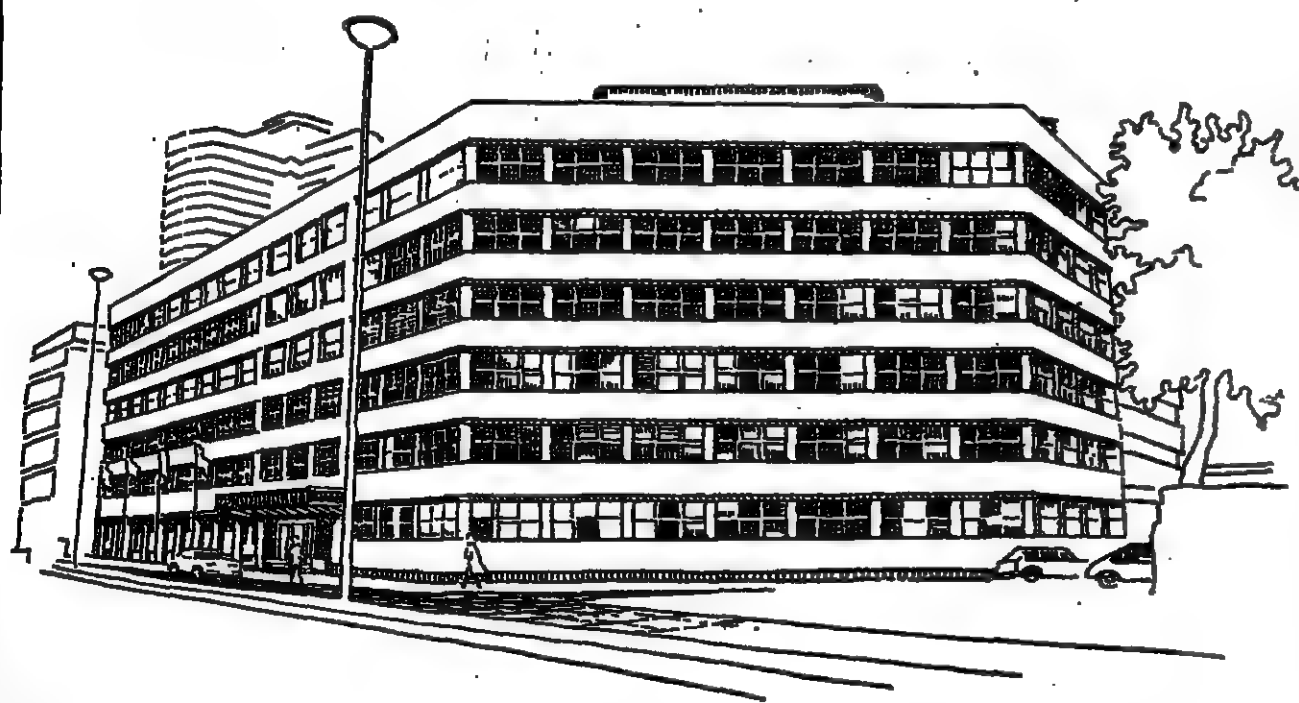
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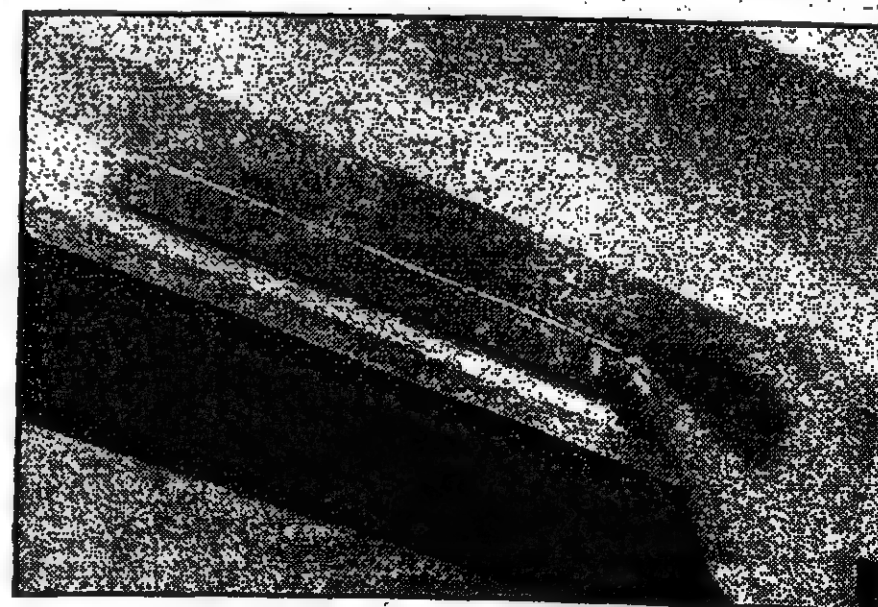


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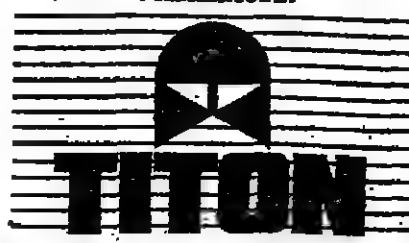
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## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

# Thatcher's sales target soars to £5 billion

Unless there is some dramatic drop in stock market prices, the privatization programme for 1986-87 underlined in the Queen's Speech yesterday will provide the Treasury with a useful cushion of what its arcane accounting system terms negative public spending. Previous published programmes called for only £2.2 billion of asset sales in the coming year. The autumn statement next Tuesday is expected to update that substantially. Given a margin for restructuring, pension problems and the odd candidate falling by the wayside, the present schedule could readily raise £5 billion for the Treasury in 1986-87.

The solid platform for that is the £1.2 billion final tranche of money from British Telecom, shareholders. The star of the show will undoubtedly be British Gas.

Preliminary valuations of the gas utility range anywhere from £6 billion to £10 billion. Much will depend on market conditions, the treatment of the gas levy, and the bite of regulatory restrictions put on BG's monopoly in the privatization Bill, expected soon. Even more important in the reckoning is the sheer size of the issue. It will have to be marketed to the wider public in a manner similar to British Telecom: that will require attractive pricing. The marketing is likely to be in tranches spread over three years.

Even so, the first tranche of British Gas, due next autumn, should raise at least £2.3 billion for the Government. British Airways is the other firm candidate (pencil in for May). For BA, estimates of the net Treasury take after refinancing have been rising steadily with the airline's strong profit and cash flow. A marketing at £1.1 or £1.2 billion could be worth

nearly £900 million net for the Chancellor. The other main candidates, the British Airports Authority (September 7) and the Royal Ordnance Factories, are not so certain for next year.

Legislation to privatize BAA will take second place to British Gas and the airports could lose their place in a crowded queue. Problems at ROF revolve more round whether it would be attractive enough to investors yet. Selling BAA should neatly make up a £5 billion overall total, but if BAA has to wait, there are more shares in British Petroleum to play the topping up role filled by Cable and Wireless this time.

What this emphasizes is that plenty more in the Government's "heirlooms for sale" cupboard. British Gas will still provide heavily in future years. The water, coal and electricity industries were not even mentioned in the Queen's Speech.

The other side of this coin is that the acceleration pace of privatization will have a greater impact on the stock market than even British Telecom. And raising that sort of money by selling shares can be expected to have a far greater proportionate impact on the equity market than similar sums raised through gilt-edged might have on the market for loans.

Quite apart from the state asset sale programme, the equity market will have to absorb the flotation of the TSB and of the Wellcome pharmaceutical group in the spring.

So there should be some wonderful City profits in advance of the big bang next autumn. But the public, institutions and foreign investors will all be needed in large measure if share prices are to take the strain.

## The lure of the jungle

There are two grave concerns in the City. One is immediate: the ripples from the International Tin Council's £600 million debts which, unless contained, may become waves that would waterlog, if not drown, the London Metal Exchange.

The other focused on next year when financial deregulation will bear down on the weak, the uncompetitive and the unprepared. No one dares predict how long the jungle warfare, already under way, will last but when the premium on success is already so great, the costs of failure will be chilling the bones.

The latest establishment figure to be lured to other, and in this case, brasher, surroundings, is Michael Bentley, the respected head of corporate finance at Schroders. He is moving to Electra Investment Trust, where he starts in January as joint deputy chairman, sharing the chief executive's role with Electra's life force Michael Stoddart. Come June, he will have the chief executive's office to himself.

Mr Bentley is possessed of a fashionable expertise - he knows all about management buy-outs and has recently set up Schroders in this business. Electra, with its history of backing unquoted companies, is more committed to the idea. With £250 million of funds almost in place for a renewed blitz on buy-outs, Electra offers Michael Bentley an irresistibly tantalising and highly rewarding opportunity to back his judgment.

For the time being, some of his other corporate finance skills will be put on ice. Electra will be syndicating some of the bigger investment opportunities it finds but it does not want to upset the sensibilities of brokers and bankers by launching them on the Stock Market unaided. Electra insists that it remains a simple investment trust; only a blinkered banker would believe that the ambitions of Stoddart and Bentley stop there. The scope for glittering fortune hunting with the financial services in flux is vast.

Financial rewards in the City have always been high; they are now moving toward the stratospheric as banks, brokers and amalgams of both bid for buy and seek to protect the talent they need to operate in freer and more international securities markets.

To take one recent example from a much lower category than Schroders-Electra: a dealer, not considered by his previous employers in the first or even the second rank has been lured away with a triple salary, £85,000, a capital sum and a quarter share in the profits of the "book" he will run for his new firm. In all his package is estimated to be worth £2 million.

He may or may not prove to be worth it. What is indisputable is that only leading firms with substantial financial resources could sustain individual let alone team failures of such magnitude.

The drive to buy talent wherever it can be bought is now where near its peak. Already it has led to salaries for new recruits in at least one major bank that are actually higher than the salary of the group chief executive. Such a pay structure is laying up trouble for the future - a point that a thinking bank like Lloyds, which rather than buy a broking firm is said to be prepared to spend £20 million on recruiting individuals, will no doubt have considered.

In this Californian gold rush atmosphere a conference was inevitable. "Hiring & Rewarding in the Financial Sector", organized by the Institute for International Research for December 12 and 13 takes as its starting point the "mad scramble to seek out, attract and retain individuals or teams, who through their skills or contacts can promise the survival of the fittest after deregulation." As the handout rightly says: "To get it wrong could prove to be a costly mistake."

## Bank confirms JMB sell-off but keeps its options open

By Richard Thomson, Banking Correspondent

The Bank of England yesterday announced its intention to sell off Johnson Matthey Bankers, the international bank and bullion dealer it saved from collapse last year.

The Bank would like to sell JMB as a single unit, except for a small insurance broking operation, but would consider splitting the bullion dealing and banking operations if necessary.

No price tag is being put on the bank at this stage but the Bank of England is expected to recover most of the £150 million it and other City banks put up towards the rescue of JMB. The first £100 million from the sale will go to the Bank of England to cover its contributions to the rescue.

The sale announcement showed that the bad loans which caused JMB's near-collapse had nearly been sorted out. Bank of England officials

said JMB would be sold with full provisions made for all bad debt.

As part of the rescue arrangement, the Bank of England bought JMB for a nominal £1 after £230 million of JMB's £450 million loan book was found to be bad debt.

Baring Brothers, the merchant bank handling the sale, is contacting around 40 institutions which have expressed interest in buying JMB since the Bank of England's rescue. All those who sign a confidentiality agreement will be sent an information memorandum now being prepared by Baring Brothers.

The memorandum will include JMB's accounts for the 15 months to June 1985 which will be completed before the end of this month. At this stage no details of JMB's clients or

bullion-dealing profits will be made available.

Mr Charles Irby, a director of Baring Brothers, said: "It will be a very time-consuming process. More information will gradually be made available to potential buyers as negotiations continue. We are hoping for the sale to be completed within three or four months."

Most of the institutions which have shown an interest in JMB are well known foreign banks, though UK banks are also interested. A small number are not banks but firms already involved in the financial services sector.

The main attraction of JMB was its bullion-dealing side which offers the buyer a rare opportunity to acquire membership of the London bullion market, Mr Irby said. JMB is one of only five dealers participating in the twice-daily

London gold price fixing. He added that JMB's bullion operation had traded profitably over the last year despite the rest of the bank's problems.

The Bank of England will look at carefully at the suitability of potential buyers of JMB as at the price they offer. If a suitable buyer for the whole bank cannot be found, the Bank of England would consider selling the bullion operation on its own.

It would probably then have to retain JMB's loan book and run this off over a period of years, though this would be inconvenient and time consuming.

● JMB announced yesterday that its wholly-owned subsidiary in Singapore, Johnson Matthey Commodities Singapore, had closed

## Death of tin market feared as ITC adjourns again

By Michael Prest, Financial Correspondent

Pressure on the London Metal Exchange to resolve the tin crisis intensified yesterday as the International Tin Council postponed making a solution for the second time.

The ITC meeting will continue today. But despite plea from Mr Jacques Lion, chairman of the LME board, to Mr Peter Lai, the ITC chairman, for a swift resolution, the ITC will adjourn for another week.

It is now two weeks since the tin crisis broke when the ITC buffer stock manager Mr Peter de Koning, told the LME that he had run out of cash and would have to suspend price support operations.

Mr Lion's family firm of Phillip and Lion is short to the

tin market on behalf of clients, trading ring for tin are among the ideas proposed.

Last night, Mr Michael Brown, the LME's chief executive, confirmed that the board and committee meeting scheduled for tomorrow will debate whether to resume tin trading, continue the suspension, or abolish the tin contracts altogether.

Pressure on the LME to act without a lead from the ITC, which owes tin traders about £600 million, or from its 23 member governments, grew when two Malaysian tin smelters said they would start selling tin today at a price equivalent to £6,800 a tonne in London. Tin trading was suspended at just over £8,000 a tonne.

## IBM chief sees better days ahead

By Jeremy Warner, Business Correspondent

The outlook for IBM, the world's largest computer manufacturer, is looking up after a year of sluggish growth. Mr John Akers, the company's chief executive, told analysts near Glasgow, in Greenock, yesterday.

"We have a number of things going for us in 1986," Mr Akers said. An ordering pause, while customers decided whether to replace their old IBM 3080X

computers with the new 3090-200 models, was now over and the volume of shipments of the new model picked up considerably in September.

A strengthening of the company's product range was also helping the outlook and IBM's relatively new interest in telecommunications was enabling it to increase its efforts in integrated office systems.

IBM's capital spending over the next five years is expected to exceed the \$32 billion of the last five.

Mr Akers said: "Our industry has always been driven by scientific and technological progress, by dramatic improvements in price performance and by the development of new products. I am convinced these same forces will continue to drive our industry in the years ahead."



Eddie Kulukundis: top of external members' poll

## 3,000 new names join Lloyd's

By Alison Eadie

Lloyd's, the insurance market, is set to increase its capacity to underwrite business next year by 30 per cent to £8.6 billion, against £6.6 billion this year.

The number of names joining will exceed 3,000 taking the total membership of around 29,000. Two thirds of the capacity increase will come from existing names, increasing their underwriting the chairman of Lloyd's, Mr Peter Miller, said at yesterday's general meeting.

The increase in capacity will be nearer 40 per cent in dollar terms, assuming prevailing rates are maintained, due to the fall in the value of the dollar. Last year a 25 per cent increase in sterling capacity was knocked down to nearer 5 per cent due to sterling's depreciation. Lloyd's writes over 70 per cent of its business in dollars.

Mr Miller also announced the results of elections to Lloyd's ruling council. He was re-elected by a comfortable margin. The other working members elected were Mr Gordon Hutton, Mr Dick Hazell and Mr John Greig.

Top of the poll of external members was Mr Eddie Kulukundis, the shipbroker and theatrical impresario who is married to Miss Susan Hampshire, the actress.

Mr Kulukundis was a council member previously and retired by rotation. Mr John de Courcy Ling, an MEP, was the other external name elected. Mr Harold Woolf, founder of the Underwoods chemist chain, came fourth in the election of external names, polling 2,057 votes against Mr de Courcy Ling's 2,254.

In his address, Mr Miller referred to the sea-change in underwriting philosophy. The disappearance of cheap reinsurance meant "our underwriters must underwrite in the true sense of the word, by getting the right premium for the rough larger net lines they will have to retain".

## Pleasurama sells hotel

Pleasurama, the casino operator, is selling the Runnymede Hotel, in Surrey, for £9.5 million cash to a family trust. The price is well above the £4.9 million book value of the 122-bedroomed hotel.

The British-based family trust, which has not been named, made the approach to Pleasurama and the sale does not signify a change in policy for the company.

## OECD head hits at amateurs

By Sarah Hogg, Economics Editor

"Do-it-yourself economics" are widespread and influential in government, this year's Reith lecturer complained in the first of his talks on BBC Radio last night.

Mr David Henderson, the head of economics at the Organisation for Economic Co-operation and Development and a former economic adviser to the Treasury, criticizes civil servants and politicians for making amateur economic judgements about policy.

Mr Henderson, a 58-year-old Scot with a long career in national and international government institutions, takes issue with Keynes's famous dictum that practical politicians "are usually the slaves of some 'defunct economist'" and that "the world is ruled by little else" than "the ideas of economists and political philosophers".

He is using his Reith lectures, which he has entitled *Innocence and Design: The influence of economic ideas on policy*, to argue that it is the intuitive ideas of politicians or officials, rather than the opinions of professional economists, that have dominated policy-making in this first lecture. Mr Henderson describes the "do-it-yourself economics" of 1985 as "essentially pre-economic".

## Verdict in Hanson action may be imminent

From Michael Graham, New York

The New York court hearing Hanson Trust's suit against its takeover target, SCM, finished taking evidence yesterday, and a verdict is expected before the end of the week.

The suit seeks a preliminary injunction against SCM's selling two of its companies to Merrill Lynch. Judge Shirley Kram, at Manhattan's southern district

court, said that she would make a decision over the next few days and would perhaps deliver a verdict before the end of the week.

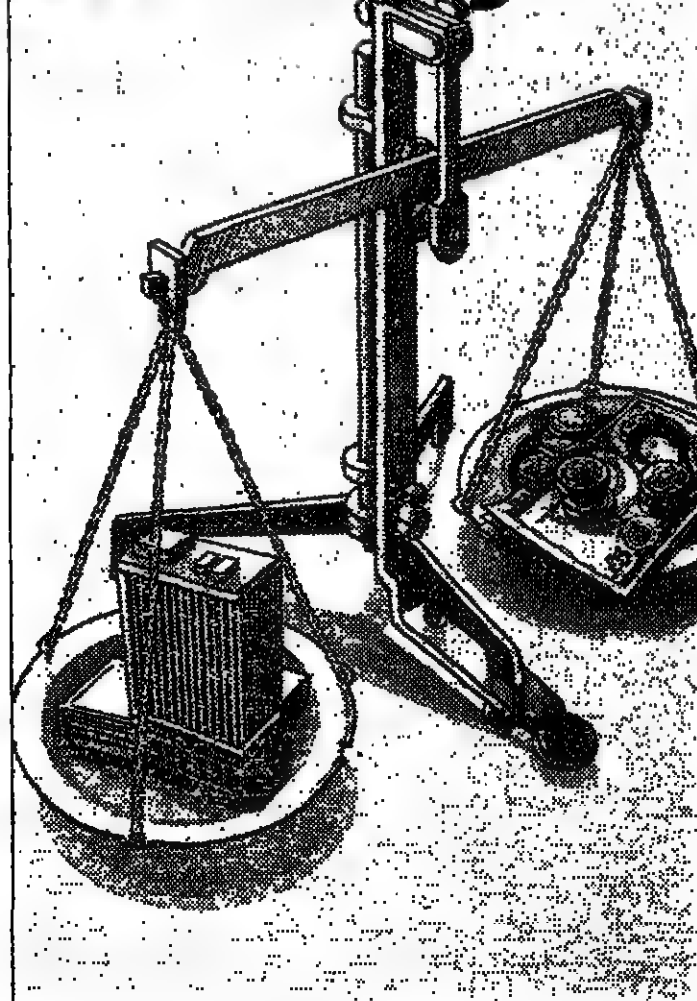
An appeal is expected by whoever loses. Both sides have agreed not to take any further action in the takeover within 48 hours of the judge's decision, allowing time for an appeal.

STOCK MARKETS	
FT Ind Ord	1081.3 (+7.8)
FT All Share	678.20 (+8.57)
FT Govt Securities	83.70 (-0.17)
FT-SE 100	1395.0 (+11.3)
Bergains 25,882	
Dataseam USM	108.71 (-0.29)
New York	
Dow Jones	1395.40 (-1.27)
Tokyo	
Nikkei Dow	12892.40 (+71.71)
Hong Kong	
Hang Seng	1700.76 (+8.05)
Amsterdam	233.0 (+4.0)
Sydney: AO	1005.7 (-8.9)
Frankfurt	
Commerzbank	1769.2 (+29.5)
Brussels	
General	815.66 (-15.82)
Paris: CAC	225.0 (+0.8)
Zurich	
SKA General	446.40 (-)
GOLD	
London fixing	
am \$324.75pm - \$324.40	
close	\$324.50-\$325.00
\$225.75-\$226.25	
New York	
Comex (Latest)	\$324.45

MAIN PRICE CHANGES	
RISES:	
Monument Oil	16p +3p
Central & Swood	7.50p +1p
Cifer	7p +8p
Balley (C.H.)	23.75p +2.50p
Pengkalen	225p +25p
Spencer Clark	78p +8p
Gomme Holdings	68p +8p
Select TV	11p +1p
Read Austin	235p +20p
Channel Tunnel	190p +15p
Transwood Group	13p +1p
Plessey	140p +10p
Racal Electronic	140p +10p
Bio-Isolates	28p +2p
Dixon (David)	215p +15p
Micro Focus	150p +10p
Cluff Oil	30p +2p
Marshall (Ldy) 'A'	78p +5p
Stewart Nairn	17p +1p
SI Group	17p +1p
FALLS:	
ICC Oil Service	9.50p -3p
Compost	53p -15p
Microlease	160p -25p
Munton Bros	80p -1p
Weeks Associates	18p -2p
Aldom Int	62p -6p

CURRENCIES	
London:	
£: \$1.4365 (+0.0020)	
DM: £0.7339 (-0.0108)	
Sfr: £0.7634 (-0.0080)	
FF: £1.3804 (-0.0375)	
Yen: £295.08 (-2.69)	
Index: 80.0 (-0.3)	
New York:	
£: \$1.4375	
DM: £0.7340	
Index: 129.1 (+0.1)	
ECU: £0.590801	
SDR: £0.748704	
INTEREST RATES	
London:	
Bank Base: 11 1/2%	
3-month Interbank 11 1/2%-11 3/4%	
3-month eligible bills	
buying rate 11 1/4%-11 1/2%	
US:	
Prime Rate 9.50%	
Federal Funds 8 1/2%	
3-month Treasury Bills 7.25-7.23%	
30-year bond price 104 1/4-104 1/2	

## Who values you?



## Jones Lang Wootton does ...and will

JLW believes that valuations should be more than just a number. To put your property assets to work, talk to Jeremy Waters on 01-493 6040

**Jones Lang Wootton**  
Chartered Surveyors - International Real Estate Consultants











THE TIMES  
*Portfolio*

# Market strong again

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page.

If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card.

You must always have your card available when claiming.

1985				Grain		
Level	Company	Price	Chge	Price	% Chg	P/E
4381	News International	880	0	15.1	2.4	6.3
4382	News Corp	880	0	15.1	2.4	6.3
4383	News Corp	880	0	15.1	2.4	6.3
4384	News Corp	880	0	15.1	2.4	6.3
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Test Valley faces retail park battle

Taylor Woodrow Property wants to develop a 12-acre retail warehouse park on its Nursling Industrial Estate in Southampton. Talks are under way with Test Valley District Council for using a strip of land there. The site is ideal for a developers' viewpoint, being served by the M27 and the M271 from Southampton.

Taylor Woodrow says that several operators are interested in the scheme and the company will probably have to go to appeal and there is the likelihood of a public inquiry.

Retail warehousing is an active sector of the property market as is the City of London office market. Taylor Woodrow has ambitions in that direction as well. It is looking for an opportunity in the City, possibly on the fringes.

The company is pleased with its 22,250 sq ft development at New Bridge Street and it is convinced that this area will see exciting growth.

Taylor Woodrow was pipped at the 'Billingsgate' post by London & Edinburgh Trust but is still looking for a significant scheme in the Square Mile. It is not tempted by the prospect of buying sites at open tender thereby ruling out the Post Office site in St Martin's-le-Grand for which tenders close on November 29.

Whether Taylor Woodrow would want to be involved with its rival, Wimpey's site in Little Britain. Despite the hard-won planning permission for the 300,000 sq ft scheme, Wimpey is showing no signs of progress there and its property arm has been almost non-existent.

Meanwhile, Taylor Woodrow Property continues to deny that it is in a race to build a new office building. The group's £42.5 million right to build was not enough to finance large and expensive developments, and there is plenty of scope to raise money.

Safeway bond could lead way for new forms of financing

By Judith Huntley

Safeway Stores' £100 million deep discounted bond issue could lead the way for innovative forms of property financing. This is the view of Mr Robert Houston, a partner in Baring, Houston and Saunders, the firm of estate agents which is affiliated to Barings, the merchant bank.

Barings designed the novel form of financing property development for Safeway with its estate agent, but the implications for other companies who might issue 'safe' bonds are widespread.

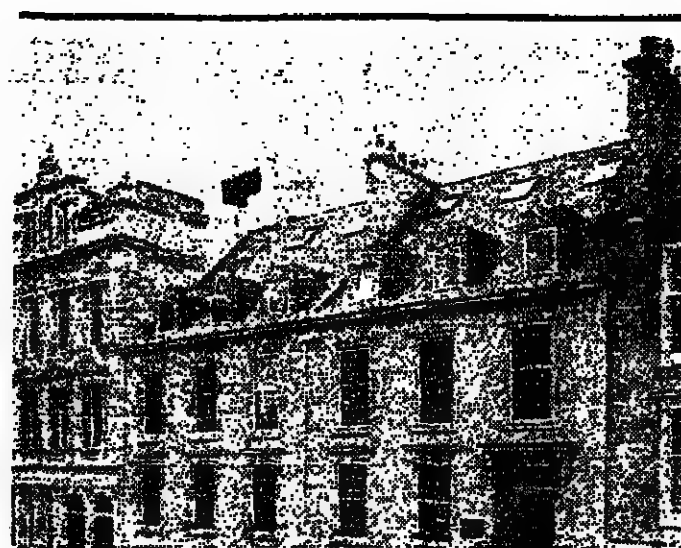
The bond issue replaced Safeway's normal sale and leaseback method of funding its store development programme.

The retail sector of the property market, being in expansionist mood, is a prime candidate for this kind of bond. And top retailers have a good enough covenant for potential investors to see a low risk investment.

Mr Houston believes that the deep discounted bond, the first to be offered for the British market, will be invaluable for financing property which does not meet normal institutional investment tests but which does have tenants who can afford to pay the five yearly 'rent' rises involved.

The insurance companies and pension funds are not keen to invest in supermarket property nor property which is less than prime. But Mr Houston says: 'The bond can benefit both investors and companies themselves.'

The issuing companies keep their freehold property, an advantage over normal sale and leaseback arrangements and investors have guaranteed cash flows approximating to reviews on long leases. There are also some tax advantages in the bonds for both parties. Barings demonstrated to Safeway that the after-tax costs of the bond issue were less than those on sale and leaseback.



IBM (UK) Pension Trust has bought the freehold of 23,700 sq ft Kintyre House in Glasgow from VICO Properties for £2.67 million. The building, in West George Street, the heart of the city's financial district, has been let to Coopers & Lybrand, the firm of accountants, at a starting rent of £184,000 a year with five-yearly reviews on the 25-year lease.

Financing property development is a crossroads with unitization, syndication, leasing and other new forms of funding all being mooted. The institutions' disenchantment with property, although now fading, has led to a search for alternative sources of money. And few funds are willing to invest upwards of £30 million in one scheme.

Baring, Houston and Saunders argues that the Safeway bond has broken new ground by integrating the property financing market and the securities market. The merchant bank and the estate agents are working on other forms of funding new development as well as those for realizing existing property investments through the securities and related markets.

The long-term financing of Rosehaugh/Stanhope's Broadgate scheme will set the way for new methods of funding. Short-term cash for property development is readily available with the banks appearing to be eager to hand over large sums of money. But the long-term financing of schemes the size of Broadgate and others in the office in the City of London has yet to be secured.

The normal institutional route looks unlikely with £300 million involved in one project, so new methods must appear.

Office buildings in the City of London represent one end of the spectrum where the financial institutions will be unlikely to commit themselves on too large a scale, due to the high cost.

The other extreme could be said to lie in property which has been shunned by the insurance companies and pension funds as being too high a risk. The thought of investing in industrial and warehouse properties in the Midlands and North of England make most fund managers pale visibly. But that is the kind of property bought by Aubrey Investments, the company set up by Mr Matthew Oakeshott, who will be leaving

Courtauld Pension Fund next month

Mr Oakeshott bought 18 properties from Thorn EMI Pension Trust where there is scope for active management which will increase income and capital value. The financing of the purchase brought together Samuel Montagu, the merchant bank, and W. Greenwell, the stockbroker, both owned by the Midland Bank.

There was a private placing of £4.5 million, 11½ per cent first mortgage debenture stock, 2020 for the acquisition, with a bridging loan coming from Standard Chartered Bank. Samuel Montagu has a 32 per cent stake in Aubrey Investments.

While Baring, Houston and Saunders propounds the virtue of the deep discounted bond, Texas Homecare, the wholly-owned subsidiary of the Home Charn Group, had completed a sale and leaseback for its central offices and distribution warehouse in the Wellingtonborough townshire.

The novelty about this £9.1 million sale and leaseback is that it is being undertaken by Security Pacific International Leasing (Europe) and Robert Fleming & Co. The lease is for 35 years at an initial annual rent of £772,500. The transaction was arranged on behalf of the purchasers by Balise Development and National Leasing & Finance Company.

National Leasing, a British company based in the City, also brought to Security Pacific to finance Marples International's 300,000 sq ft office development in London's enterprise zone, the Isle of Dogs.

National Leasing believes that enterprise zones offer tax advantages which can be used to interest investors, particularly foreign banks, in developments which might not show adequate returns on normal institutional tests - the very market at which Barings is aiming its deep discount bond.

Law Report November 7 1985 Court of Appeal

Prison governor has power to separate mother and baby

**Regina v Secretary of State for the Home Department, Ex parte Hickling and Another**  
Before Lord Justice O'Connor, Lord Justice Glidewell and Sir Edward Eveleigh  
(Judgment delivered November 6)

The Court of Appeal confirmed that a prison governor had authority, without referring the matter to the Secretary of State for the Home Department, to separate a mother and baby in his custody because of the mother's behaviour towards her own child and the effect it was having on other children in the mother's baby unit.

The court dismissed an appeal by the applicants, Dionne Hickling and J.H. (a minor) from the decision of Mr Justice Tudor Price on August 20, 1985 (*The Times* August 21, 1985) refusing them declaratory relief against the Secretary of State.

Mr Stephen Sedley, QC and Mr Edward Fitzgerald for the mother; Mr John Laws and Mr Christopher Symons for the Secretary of State.

SIR EDWARD EVELEIGH, giving the reserved judgment of the court, said that in April 1985 the applicant mother, aged 17, had been sentenced to 12 months' youth custody. She was allocated to a youth custody centre from which she applied to have her four month old baby with her.

She was therefore transferred on May 1, 1985, to an open prison with a mother and baby unit. On July 24, 1985, she was separated from her child and returned to the youth custody centre, and the child was taken into care by the local authority under section 11 (1) (b) of the Child Care Act 1980.

The mother complained that the governor of the prison should not have terminated the permission granted to her under rule 9(3) of the

Prison Rules (SI 1964 No 388) without reference to the Secretary of State; or alternatively, that in withdrawing the permission the governor had acted in breach of the rules of natural justice. The judge had refused to grant declarations to that effect and the mother now appealed.

It was submitted on her behalf that for the separation of a mother and child and their removal from a mother and baby unit there had to be the consideration of the particular case by the Secretary of State. Though he might delegate to an official of his department, that did not include a prison governor: see *Five v National Dock Labour Board* (1971) 1 A.C. 413.

His Lordship referred to the statutory provisions, Section 47(1) of the Prison Act 1952 empowered the Secretary of State to make rules for the regulation and management of the institutions within the prison department. Clearly, every aspect of the control of each prisoner could be dealt with by the Secretary of State himself.

Rule 9(3) of the Prison Rules 1964 provided: 'The Secretary of State may subject to any conditions he thinks fit, permit a woman prisoner to have her baby with her in prison...'

In 1983 the Secretary of State issued a circular which all prison establishments for women and girls, laying down the criteria for admission to a mother and baby unit. It provided that the final decision should rest with the governor of the establishment where the unit was located: see Circular Instruction No 51/1983, Standing Order Amendment No 358 (1983).

In the present case, the governor became concerned with the intolerable behaviour of the mother towards her baby and the unsettling effect that was having on other

babies in the unit. He concluded that the applicants should be separated and removed from the unit. The visiting paediatrician was asked to comment and he did not make a recommendation against separation.

In their Lordships' view, the proper analysis was as follows. The Secretary of State had laid down general conditions for the admission and retention of a mother and child. Rule 19 (3) empowered him so to do. The conditions applicable to each prisoner would obviously vary, though some might apply to all.

It was clear from the circular that a prisoner's admission and retention were conditional upon the presence of the mother and child in the unit, and that the child or children to others in the unit. Such a condition was clearly dictated by common sense.

It was quite unrealistic to suggest that the applicant's behaviour should be subject to special consideration by the Secretary of State since the governor was the best person to judge. He was called upon to make decisions as to a prisoner's behaviour every day.

When the welfare of a prisoner's child and that of other children in a unit was involved, decisions might have to be taken urgently. *Five v National Dock Labour Board* dealt with a very different situation. A prisoner had the advantage of the protection afforded by the prison committee and the board of visitors. It was not a case where the Secretary of State had delegated his authority to terminate permission to be in a mother and baby unit. He had laid down conditions which had to be fulfilled and it was right to allow whether or not those conditions were being kept.

Solicitors: Ms Marie Staunton; Treasury Solicitor.

No conflict in visitor's duties

**Regina v Board of Visitors of Frankland Prison, Ex parte Woolf**  
Before Mr Justice Woolf  
(Judgment delivered October 30)

Since members of boards of visitors were required by Parliament to carry out both administrative and judicial functions in a prison, a member of a board of visitors, sitting in his judicial capacity on an adjudication of a disciplinary offence was not required by the rules of natural justice to disqualify himself from the hearing of a case in which he had knowledge, gained from performing his administrative functions, of the background of the prisoner charged with the offence.

Mr Justice Woolf so held in the Queen's Bench Division when dismissing an application by Kenneth Paul Lewis for judicial review of an adjudication by the board of visitors of Frankland Prison on July 30, 1984.

Mrs Margaret Bickford-Smith for the applicant; Mr James Holdsworth for the board of visitors.

MR JUSTICE WOOLF said that the board of visitors came to the conclusion that the applicant had committed an offence in that he had in his cell a controlled drug.

The grounds for the application arose from the fact that the applicant thought he recognized the chairman of the board of visitors at the hearing but was unable to place him and only after the hearing realized that the chairman was the local review committee who had seen him for the purpose of the parole board considering in due course whether he should be released on parole.

The applicant said that in consequence of the visit the chairman would have known details of earlier convictions and charges, including a drug related offence.

It was submitted on behalf of the applicant that an adjudication which had taken place in those circumstances would be a breach of the rules of natural justice.

It was important to bear in mind the role of boards of visitors of prisons. It was clearly established that where they were adjudicating on disciplinary offences, they were acting in a judicial capacity and under a duty to conduct the

proceedings in a judicial and fair manner. In addition to their judicial function boards of visitors had administrative functions.

Those functions were dealt with in the Prison Act 1952 which provided that rules should prescribe the functions of boards of visitors and should require members to pay frequent visits to prison and to hear any complaints which might be made by prisoners and to report to the Secretary of State any matter which they considered it expedient to report and provided that any member might at any time enter the prison and have free access to every part of it and to every prisoner. Prison rules amplified those provisions.

Prison rules also dealt with the adjudicatory functions of boards of visitors. They provided that the more serious offences against discipline should be dealt with by the board rather than the governor.

His Lordship referred to the dual functions of boards of visitors because it was obvious that when both those functions were taken into account it was frequently going to occur that a member of the board hearing proceedings into disciplinary offences would know a substantial amount about a particular prisoner.

In addition to their duties as members of the board of visitors, members were required to sit on local review committees to report on the suitability of prisoners for release on licence. It was because of the last-mentioned responsibility that the chairman who adjudicated on the proceedings had visited the applicant.

The chairman deposed that as far as parole was concerned, the applicant was considered on June 27, 1984. He had seen the applicant on June 27, 1984, when the discussion included the circumstances of his current offence. He said that by July 20, 1984 the circumstances were no longer in his mind and he had not seen the applicant since June 27, 1984.

The chairman said that at the adjudication on July 20 he did not recall the particulars of the file or other offences relating to the applicant.

Having regard to the admini-

strative functions of boards of visitors, the functions which they were required to perform under the rules meant that members frequently had knowledge of the background of a prisoner.

With regard to the problem which arose in the applicant's case, a distinction could and had to be drawn between the situation of a member of the board of visitors and of a magistrate.

It was inevitable, having regard to the functions of boards of visitors, apart from the fact that a distinction could and had to be drawn between the situation of a member of the board of visitors and of a magistrate.

In considering whether there had been a departure from natural justice, boards of visitors, like justices, undoubtedly, had a discretion which they should exercise carefully and not be influenced by disciplinary proceedings and to require a different panel, if they considered it was not possible to proceed fairly and justly, having regard to their background knowledge.

In exercising that discretion, they should take into account the administrative functions they had to perform and bear in mind that they were required to adjudicate upon certain offences because Parliament was satisfied that the body to deal with offences of that sort.

It was important that those who adjudicated on offences against discipline had knowledge of the workings of the prisons. Boards of visitors should not be too ready to regard knowledge of a particular prisoner as something which made it desirable not to continue with the adjudication of a disciplinary charge.

In the present proceedings a reasonable and fair-minded person would not regard the chairman as being disqualified from hearing the charge which the applicant faced. Although it was of great importance that boards of visitors should exercise their judicial functions in a fair and just manner, the application was not made out.

Solicitors: Wilson Maddison & Co, Durham; Treasury Solicitor.

City office builders expect space bonus

Hard on the heels of the news that the City of London planners want to encourage developers to build eight million sq ft of office space in the Square Mile, comes the announcement that drastic changes in calculating plot ratios could bring that figure in 17 million sq ft.

Mr Michael Cassidy, deputy chairman of the corporation's planning committee, said this week that the corporation intends dramatically changing plot ratios in the City.

Basement space is being taken out of future calculations, allowing the amount of space to be added to usable area in new buildings.

Plot ratio changes are not the only ones afoot. The corporation intends to remove policies which appeared in the draft City plan

to protect industrial and warehousing space. It recognizes that the protection of certain types of user is often anomalous, given that many have ceased to operate in the City, which is predominantly a financial and office centre.

The corporation came in for much criticism for the fact that the draft plan would have made 70 per cent of the Square Mile a conservation area. That is to change, with a general policy welcoming office development. In future secondary buildings which are not listed are likely to be redeveloped if desired.

Ravensthorpe Properties, part of Land Securities, has let 22,650 sq ft office buildings, The Broadwalk, Ealing, west London, to British Telecom at a rent of £12.50 a sq ft. BT has

also taken a lease on the adjoining shop.

Both buildings are part of the Ealing Broadway Centre which covers 12 acres and has 300,000 sq ft of shopping. BT was represented by Jones Lang Wootton and Bernard Thorne & Partners and Land Securities by Richard Ellis.

Slough Estates, has taken a 26 per cent stake in CRUSA, a New York leveraged buyout company. A leveraged buy out is similar to a management buyout in Britain.

Slough is being joined by the Globe and Electra Investment trusts, J Rothschild Holdings and Charterhouse Japhet. Charterhouse Group International is advising Slough, which has also bought a 5 per cent stake in Mezzanine

Capital Corporation, which provides finance for leveraged buyouts.

Slough's total investment is \$14 million. The company says its latest venture is similar to investing in property by benefiting from gearing and realizing future investment.

Norcross has bought the freehold of the Halfords Lane Industrial Estate, Southwick, west Midlands, from private investors for £2.5 million.

Critical Technic, part of Norcross, occupies 270,000 sq ft of space on the 16-acre estate. Technic will occupy less space, releasing 160,000 sq ft of office, factory and warehouse space to the market.

The private investors, represented by Symon Smith &

Partners, bought the freehold three years ago from the Church Commissioners, who had bought the estate from Crittall Hope Windows, then controlled by the Slater Walker Company, in 1969.

Gollers Bigwood & Bowley will let the space for Norcross.

London & Metropolitan Estates has let its 43,000 sq ft mixed use building at its Overbrook development at Woking, Surrey, to STO Storage Technology at a rent of £7.75 a sq ft.

STO, a wholly-owned subsidiary of STO Corporation of America, has taken a 25-year lease on the space, which will be its British headquarters. The letting agents are Grant & Partners and Richard Ellis.

APPOINTMENTS

James Capel & Company: Mr Peter Quinnen will succeed Mr Keith Heathcote as chairman and chief executive on January 1. Mr Heathcote will continue as deputy chairman until his retirement on December 31, 1985.

Thorn EMI: Mr J. R. Crabtree has been made chief executive of Thorn EMI Major Domestic Appliances.

Tesco Stores: Dr Richard Pugh has joined as technical services director.

The Berkeley Group: Mr Brian Davies becomes financial director.

Kitson Aitken & Safraan: Mr Dale Gibson has become vice-president.

Simon Engineering Dudley: Mr John Vandere has joined as sales and marketing director.

PRIVATBank: Mr Ivan Rasmussen is to become head of treasury. Mr James Roe becomes head of the customer treasury group and Mr Michael Leighton becomes head of the interbank group.

Cooper Industries: Mr Roy Kettle has been elected non-executive chairman. Mr Morris Davies joins the board as an executive director.

French Kier Holdings: Mr M. B. Jardine has been made managing director of Kier International.

Aston-Tate (UK): Mr John Balleck has been made technical support director.

McCain Foods: Mr Doug Frawley becomes the United Kingdom marketing director.

Vickers da Costa: Mr Judd Kline has been named a director.

Effect of severing joint tenancy

**Goodman v Gallant**  
Before Lord Justice Slade, Lord Justice Purchas and Sir Rouseley Cumming-Bruce.  
(Judgment delivered October 30)

The severance of an expressly declared beneficial joint tenancy led to a tenancy in common in equal shares and the proportionate beneficial interests in the tenancy in common which followed upon severance could not be the subject of inquiry by the court under the law of resulting and constructive trusts.

The Court of Appeal so held in dismissing an appeal by Mrs Patricia Goodman from the order of Mr Justice Hollis who upheld the registrar who, on the plaintiff's summons for an inquiry and declaration against the defendant as to their respective beneficial interests in a house, held that they held the property on trust for themselves in equal shares.

In 1971 the plaintiff's husband had left the house and later the defendant started to live with her. They purchased the husband's interest, clause 2 of the conveyance providing:

'The purchasers hereby declare as follows: (a) the purchasers shall hold the property upon trust to sell the same with power to postpone the sale thereof and shall hold the net proceeds of the sale... until sale upon trust for themselves as joint tenants.'

The plaintiff later severed the tenancy. She believed that the effect of the purchase from her husband was to leave her owning three-quarters of the house and the defendant one quarter. The defendant asserted that his own intention was that the property should be held by the two of them as beneficial joint tenants.

Mr Timothy Scott for the plaintiff; Mr Bernard Devlin for the defendant.

LORD JUSTICE SLADE, giving the judgment of the court, said that if the conveyance had contained no express trust for sale and no declaration as to the beneficial interests, a trust for sale would still have arisen through the combined effects of sections 34-36 of the Law of Property Act 1925.

However, these sections, while importing a trust for sale in certain cases where it would not otherwise have arisen, were merely designed

to simplify the mechanics of conveyancing and had no effect whatever on the nature and extent of the respective beneficial interests in the proceeds of sale of the several persons interested.

Accordingly the provisions of clause 2(a) of the conveyance, by which express trusts were declared, could not be regarded as otiose; the position was quite the contrary.

In a case where a conveyance was to two or more persons as joint tenants but neither the conveyance nor any other written document contained any express declaration of trust, the way was open for persons claiming a beneficial interest in it or its proceeds of sale to rely on the doctrine of resulting, implied or constructive trusts.

But where the relevant conveyance contained an express declaration of trust which comprehensively declared the beneficial interests in the property or its proceeds of sale, there was no room for the application of the doctrine unless and until the conveyance was set aside or rescinded; until that event the declaration spoke for itself.

Sections 34-36 did not enable or assist a person to establish a beneficial interest in land or its proceeds of sale greater than or different from any interest which he would have enjoyed if those sections had not been enacted.

It was to be made clear that the many decisions dealing with conveyances without any declar-

ation were clearly distinguishable from cases where an express declaration had been made.

In *Bedford v Bedford* (1965) 3 QB 666, the reasoning of Lord Justice Davies could no longer be relied on, and the suggestion of Lord Denning, Master of the Rolls, that the effect of section 36 was to make the inclusion or omission of an express declaration of trust irrelevant was not a tenable one. The reasoning of Lord Justice Russell, the minority, who reiterated his own reasoning in the earlier case *Wilson v Wilson* (1963) 1 WLR 601 represented the more correct approach.

Their Lordships thought it right to state their conclusions in a full and considered judgment because they had been told that the conflicting views of Lord Denning, Master of the Rolls, and Lord Justice Russell occasioned considerable difficulty in lower courts in cases where a conveyance into joint names contained a declaration of a beneficial joint tenancy. They hoped their judgment would lay that controversy to rest.

It also illustrated the importance of the presence or absence of a declaration of trust in conveyance into joint names and of the form of any such declaration - points which the draftsman of such conveyances would no doubt carefully bear in mind.

Solicitors: Gregson Owles & Roach, Shrewsbury; Parker Fogg & Pinnent, Hornchurch.

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**Breach of court order**

**In re H**

Deliberate breaches of a non-molestation order, so as to cause alarm to the occupiers of the house where the breaches occurred, merited a penal sentence but it was not possible to lay down sentencing guidelines for such cases and each had to be dealt with on its own facts.

The Court of Appeal (Lord Justice Fox, Lord Justice Mustill and Lord Justice Balcombe) so stated on November 4, in allowing an appeal by the defendant and thereby reducing to three months a sentence of nine months imprisonment imposed on him on July 15, 1985, for contempt of an order of the High Court.

LORD JUSTICE FOX said that the plaintiff, who had a child by the defendant but was not married to him, obtained a High Court order in April 1985 restraining the defendant from, *inter alia*, assaulting or molesting her and coming within a quarter mile radius of her grandparents' home where she lived.

The order was served on the defendant endorsed with a penal notice, and he had broken the order in circumstances which caused considerable alarm to the occupants of the house. That was not to be regarded as light.

It was of importance that such orders should be obeyed and some punishment was necessary to ensure they were obeyed.























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Edited by Peter Dear  
and Peter Davalle

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- 8.00** *Celestial A.M.*  
**8.30** *Breakfast Time* with Frank  
Bough and Sallie Scott.  
Weather at 8.55, 9.25, 9.55, 10.25,  
10.55 and 11.25. Regional news,  
weather and traffic at 8.57,  
9.27, 9.57 and 10.27. National  
and international news at 7.00,  
7.30, 8.00, 8.30 and 9.00; plus  
Zoe Brown's teenage report; a  
recipe from Sybil Christian;  
and Richard Smith's 'phone-in  
medical surgery. The papers  
are reviewed by Garfield  
Davies of the Shipworkers' union,  
USDAW.
- 9.20** *White Noise* Part four of the  
series on better late than never  
(CeeFax). **9.30** *CeeFax* 10.30  
Play School. **10.50** *CeeFax*.
- 12.30** *News After Noon* with Frances  
Covey and Moira Stuart.  
Includes news headlines with  
subtitles. **12.55** Regional news.
- 1.00** *Pebble Mill* at One presented by  
Bob Langley, Marian Foster  
and Josephine Buehler. The  
guests include actress Jane  
Lapidge, Leslie Kinton, who  
talks about her hunger  
for change, and American  
singer Johnny Nash. **1.45**  
Hole-in-the-Golf. A See-Saw  
programme for the very young  
with Carol Clegg and Don  
Spencer (T). **2.00** *CeeFax*.
- 2.55** *TV Time* Television for the  
very young. **4.10** *SuperTed*  
(T). **4.15** *Teletubbies*.  
Paul Jones referees a general  
knowledge contest between  
broodhobby Gary Tootal from  
Brooklyne and schoolmaster  
Mr. Wain from the first of a  
new series of animated  
science fiction adventures.  
**4.55** John Cleese's  
*Newsworld*.
- 5.05** *Blue Peter*. Simon Groom,  
Jill Ellis and Peter Duncan  
review the winners of the  
winner of this year's  
Endeavour Award (CeeFax).
- 5.35** *Masterpiece*, presented by  
Angela Ripston.
- 6.00** *News* with Sue Lawley and  
Nicholas Witchell. Weather.
- 6.30** *London Plus*.
- 7.00** *Top of the Pops* presented by  
Peter Powell and Steve Wright.
- 7.30** *EastEnders*. Nick increases  
his diabolical demands on  
the regulars at the Queen Vic  
the regulars are in for a  
surprise from Angel during the  
Ladies Night celebrations  
(CeeFax).
- 8.00** *Tomorrow's World* includes an  
item on Haley's Comet. Plus  
a report from Mexico on the  
high level of ODT found in food  
despite the fact that the  
chemical has been banned  
from the country for two  
decades; speed skiing from  
Switzerland; new hope for  
multiple sclerosis; and  
Parkinson's disease: suffering  
a new conveyor belt system  
and self-adjusting support  
on motor cars.
- 8.25** *Happy Families*. The fourth in  
a six-part comedy series  
starring Jennifer Saunders,  
Adrian Edmondson and  
Frankie Howerd.
- 9.00** *News* with Julia Somerville  
and John Humphrys. Weather.
- 9.25** *Just Good Friends*. Vince and  
Perry return to their  
respective family homes after  
their new flat is vandalized  
(CeeFax).
- 9.55** *Question Time*. Sir Robert  
Day's guests are Nick  
Raymond, Shirley Williams  
and Mrs. Kenneth Baker and  
Michael Heseltine.
- 10.05** *The Vets*. Dr. Philip Odes.  
The second of three films  
following the treatment of the  
police man who is a gunman  
shot in the spine. This evening  
Dr. Odes is a guinea pig in  
Dayton, Ohio, where Professor  
Jerry Perot is experimenting  
with new ways to help the  
crippled walk (T).
- 11.35** *The Interview Game*. A series  
of five films designed to help  
those who depend on face-to-  
face interviews (T).
- 12.00** *Weather*.

## tv-am

- 6.15** *Good Morning Britain*,  
presented by Anne Diamond  
and Nick Owen. News with  
Gordon Honeycombe at 6.17,  
6.30, 7.00, 7.30, 8.00, 8.30 and  
9.00; exercises at 6.20; sport  
at 6.35 and 7.24; regional  
report at 7.16; 7.55. Eire  
Upward's reunion at 8.17;  
Jani Bennett's postbag at 8.04;  
Youth Week Special at 8.04  
includes Clare Rayner  
commenting on youth  
unemployment. Guests include  
Victoria Wood.
- ITV/LONDON**
- 9.25** *Thames* news headlines.
- 9.30** *For Schools: Libraries and the work of librarians*. **9.42**  
Learning to read with Bill  
Oddie. **9.54** *The Danger of*  
smoking. **10.11** Part two of the  
story about an elephant. **10.28**  
Health education: feeding.  
**10.45** Craft and design: the  
1985 School of Design Prize  
winners. **11.08** Early music  
from the home. **11.57**  
How we used to live: an urban  
existence compared to life in  
the country.
- 12.00** *The Giddy Game Show*. Jokes  
and puzzles for the young.  
**12.10** *Public Jane*, with Nell  
Innes. **12.30** *The Saturday*  
News at One with Leonard  
Parks. **1.20** *Thames* news.
- 1.30** *Falcon Crest*. Drama set  
among the Californian vineyard-  
owning folk. **2.25** Home  
Country Club. The recipe for  
Morrisville's success.
- 2.30** *Daytime*. Sarah Keady  
chairs a studio discussion on a  
topical matter. **3.00** *Take the*  
*High Road*. Drama serial set in  
the Scottish Highlands. **3.25**  
*Thames* news headlines. **3.30**  
*Sons and Daughters*.
- 4.00** *The Giddy Game Show*. A  
repeat of the programme  
shown at noon. **4.10** *Don't*  
*Cartoon* adventures of a cat.  
**4.20** *Seaboy Doo*. Cartoon.
- 4.45** *Gymnastics*. **1985 World  
*Championships*.**
- 5.45** *News* with Michael Nicholson.  
**6.00** *Thames* news.
- 6.25** *Help! Vix Taylor* Gae with  
news of the launch of BACUP,  
the British Association for  
Cancer United Patients, an  
advice and information service  
for cancer sufferers.
- 6.35** *Crossroads*. Barry Hart  
is separated from Bertha while  
the motel receives a visit by  
someone from the North Sea  
offshore (CeeFax).
- 7.00** *EastEnders*. Farm. Seth has  
a smashing time at Bicknole's  
Horticultural Show.
- 7.30** *Up to the Elephant and Round*  
*the Castle*. Comedy series  
starring Jim Davidson. This  
week in a story when he learns  
that a neighbour is selling his  
house to a foreigner.
- 8.00** *Happy Families*. The fourth in  
a six-part comedy series  
starring Jennifer Saunders,  
Adrian Edmondson and  
Frankie Howerd.
- 9.00** *News* with Julia Somerville  
and John Humphrys. Weather.
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crippled walk (T).
- 11.35** *The Interview Game*. A series  
of five films designed to help  
those who depend on face-to-  
face interviews (T).
- 12.00** *Weather*.

## BBC 2

- 8.00** *CeeFax*.
- 8.30** *Daytime on Two*. Maths -  
Pascal's Triangle, and mazes  
9.58 What happens to food  
when the 'ridge breaks down'?  
10.15 *Fabrizio*. **10.30** What  
is air? **11.00** History: the Black  
Death. **11.22** English poetry  
and pop lyrics. **11.45**  
Statistics: sampling and  
probability. **12.05** Lesson six  
of the Italian conversation  
course for beginners.
- 12.30** *Folk* guitar lessons. **12.45** The  
sixth film on development  
issues in India. **1.20** Spanish  
conversation. **1.38** Living in  
17th century Scotland. Part  
one of a three-part series.  
**2.00** *For four* and  
five-year olds. **2.15** Work  
songs from Africa, Trinidad  
and Tobago. **2.40**  
Chamberlain's Munich  
meeting with Hitler.
- 3.00** *CeeFax*.
- 3.25** *News* summary with subtitles.  
Weather.
- 5.30** *The Journey*. The second of  
a ten-part series of programmes  
in which playwright Peter  
Terson and reporter Dennis  
Skidmore travel by gypsy  
wagon along the pilgrim  
route from Winchester to  
Canterbury (first shown on  
BBC South).
- 6.00** *Star Trek*. Captain Kirk and his  
crew are struck by an attacker  
and a strange disease that  
destroys the aging process (T).
- 6.30** *Voyage of the Hercules*. The  
first part of the series tracing  
the voyage of modern-day  
Argonauts.
- 7.30** *Meryl Streep at Work*. Iain  
Johnstone joins the Oscar-  
winning actress on the set of  
her latest film, *Plenty*.
- 8.10** *Timewatch*. Peter France  
re-examines three films from  
earlier series - about the  
notorious Judge Jeffries; the  
development of forensic  
science; and the birth of the  
modern jury (see Choice).
- 8.30** *Alan Smith and James. Mel*  
and Griff, in the second  
programme of their new  
series, assess the careers of  
animals in Australia, preview the latest  
fashion film, and discuss  
the wonders of procreation.
- 9.30** *40 Minutes*. A documentary  
following the fortunes of  
Meggie, a contestant in the  
Miss Poland 85 beauty  
competition held in Warsaw's  
Palace of Culture and Science.  
Her mother has borrowed  
money from her factory to pay  
for her daughter's dresses and  
hotel bills; her father has  
worked overtime and sold his  
car to help her; and she  
believes his daughter is  
still alive. Directed by Charles  
Stratton (CeeFax).
- 10.10** *Black Sails*. Part one of a new  
drama series about Luffy  
Scott, a black barterer  
working in London.
- 11.00** *Newsnight* includes Joan  
Balogh talking to gallery  
director Milana Kalinovsky,  
who has been shortlisted for  
the Turner Prize. **11.50**  
Weather.
- 11.55** *The Lords Today*. Highlights  
of the day's proceedings in the  
Upper House. Ends at 12.15.

## CHANNEL 4

- 2.15** *The Lordships' House*. A  
repeat of last night's report on  
the day's proceedings in the  
Upper House.
- 2.30** *Film: Fire Over England* (1938)  
starring Laurence Olivier.  
Flora Robson, Vivien Leigh  
and Robert Newton. Period  
adventure set in Elizabethan  
England. Directed by William  
K. Howard.
- 4.05** *Elizabethan Express*. A  
British Rail film, made in 1954,  
illustrating the delights of  
steam train travel on the 393  
mile London to Edinburgh run.
- 4.30** *Countdown*. Yesterday's  
winner is challenged by  
Graham Green from Berkham-  
stead.
- 5.00** *Film: Farewell Again* (1937)  
starring Leslie Banks, Flora  
Robson and Robert Newton.  
Drama set on board a  
troopship nearing  
Southampton. The passengers  
and crew are shocked to learn  
that all leave is cancelled and  
that when they arrive in  
Southampton they have only  
six hours ashore before  
returning to active service in  
the Far East. Directed by Tim  
Whelan.
- 6.30** *The England of Elizabeth*. A  
British Rail film celebrating  
the first Elizabethan age.
- 7.00** *Channel Four* news with  
Alastair Stewart and Nicholas  
Owen includes a report on the  
background to teachers'  
action on the day they lobby  
Parliament.
- 7.50** *Comment* from H. E. S. Son  
Sant, president of the Khmer  
People's National Liberation  
Front. Weather.
- 8.00** *The People Trade*. The fourth  
programme in the series about  
multinational companies and  
world-wide unemployment.  
Filmed in Enfield, north  
London, and Sri Lanka,  
tonight's programme  
examines the effects of having  
the Baby Belling cooker  
manufactured in Sri Lanka.
- 8.30** *Island Breakthrough*. The  
first in a new series of  
adventure documentaries.  
Paul Vander-Molen and Mick  
Coyne needed a challenge.  
Everest and the Amazon had  
been conquered, but not one  
of the toughest rivers in the  
world - the Llanos de Mucuna-  
la - had been explored.
- 9.30** *40 Minutes*. A documentary  
following the fortunes of  
Meggie, a contestant in the  
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competition held in Warsaw's  
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Her mother has borrowed  
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of the day's proceedings in the  
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## CHOICE

- of These, indeed, are some of the  
basic facts about the expedition,  
but it has taken Bruno Cusa's brilliant  
camerawork to transmute this  
geographical venture into an epic of  
high adventure.
- And, talking of 'firsts',  
TOMORROW'S WORLD plans one  
of its own tonight (BBC1, 8.00pm).  
Fingers crossed, cloud cover  
permitting. It intends to screen the  
first BBC television pictures of  
Halley's Comet, via Lancashire  
telescope in Preston. ITN put the comet on its news  
on Tuesday night.
- In a strong edition concerned  
with British justice, or the absence  
of it, TIMEWATCH (BBC2, 8.10pm)  
closes up a huge gap in my

## Radio 4

- knowledge of the evolution of the  
jury system. There really was a time  
(1870) and a place (the Old Bailey)  
when 12 good men and true were  
told by the judge that if they did not  
return the verdict he expected of  
them, they would be locked up  
without food, water - or even a  
chamber-pot. The outcome had a  
considerable and unpredictable  
impact in faraway Pennsylvania.
- Radio highlights: Mavis  
Nicholson, in a class of her own as a  
sympathetic winker out of stubborn  
truths about the human condition,  
chairs tonight's studio debate and  
phone-in about stepfamilies (Radio  
4, 7.40pm). ... Stephen Bishop-  
Kovach is the soloist in the BBC  
Philharmonic's performance of  
Beethoven's Piano Concerto No 2  
(Radio 3, 11.35am).
- Peter Davalle
- Shipping, 5.55 Weather.  
**6.00** *News*. **6.30** *Round Britain Quiz* (T)  
**7.00** *News*. **7.05** *The Archers*.  
**7.20** *Any Questions?* John Timpson  
hosts listeners' responses to last  
week's Any Questions?  
**7.40** *The Stepfamily*. 01-580 4411.  
Mavis Nicholson talks to adults  
and children who live in step  
families. Listeners can phone in  
for expert advice (lines open from  
6.30pm).  
**9.00** *Does He Take Sugar?* Magazine  
for diabetic listeners and their  
families.  
**9.30** *The Archivist*. With Kate  
Fenton.  
**9.45** *Kaleidoscope*. Christopher  
Bogby presents the arts  
magazine, includes comment on  
Howard's book *Night and Day*.  
**10.15** *A Book at Bedtime*. Plain or  
Ringside? by R. S. Surtees (A)  
**10.30** *News*. **10.35** *Franklin-Robinson*.  
**10.55** *Weather*.  
**11.30** *The World Tonight*.  
**11.35** *The Financial World Tonight*.  
**11.50** *Today in Parliament*.  
**12.00** *News*. **12.35** *Shipping*.  
VHF (available in England and S. Wales)  
only as above at 5.55-6.00am.  
Weather. **7.05-10.45** *For*  
*Schools*. **11.00-12.00** *For Schools*. **1.55-3.00pm  
*For Schools*. **1.55** *Listening*.  
**2.00-5.55 PM** (continued).  
**12.30-1.00pm *Schools Night-Time*  
Broadcasting.****
- Radio 3
- 6.55** *Weather*. **7.20** *News*.  
**7.05** *Morning Concert*. Haydn's  
*Symphony No 6* (Capella  
Chorale). Mozart's *String Quartet*  
*No 2*. **7.30** *Thames*. **8.00** *Choral*  
*Music*. Copland's *Midnight*  
*Song*. **8.30** *Choral*. **9.00** *Choral*.  
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## GENERAL APPOINTMENTS

November 7, 1985

Three adults in four in Great Britain believe that "large companies are essential for the nation's growth and expansion", more surprisingly, an even higher proportion (78 per cent) of younger people, 15-24 years old, do so. And even more surprisingly, as many as two thirds of final year undergraduates believe this. Three out of four undergraduates in their final year reject the idea that "working in industrial or business jobs you make little contribution to society".

Yet in meeting after meeting, captains of industry express the view that young people, generally and undergraduates in particular are anti-business and industry. And to some extent they are right, if for the wrong reasons.

It is not, by and large, that students reject the need for large companies, nor that they fail to recognize the role of business in British society. It is more that there seems to be a mismatch between what they perceive themselves to be and what they want from a career, and what they understand business is all about.

Each year since the early 1970s Market & Opinion Research International (MORI) has carried out a survey of the attitudes of final-year undergraduates towards careers on

behalf of a number of employers both in the public and private sectors, including the Armed Services, the Civil Service and such major employers as ICI, GEC, IBM and Esso.

The interviews, with more than 1,000 students in 18 universities across Britain, are conducted just before the spring break, when, we have learned, most have already applied for jobs with prospective employers and nearly half have already had interviews.

When shown a list of attributes and asked to describe themselves, most final-year undergraduates see themselves as "liking to work with people", "having a broad outlook on life", and want to do something "useful" and "responsible" in their careers. Engineers are more likely to choose such phrases as "having a technical mind", being "practical", and "realistic", while arts are more likely than others to identify themselves with the people aspects.

Only four in 10 undergraduates interviewed thought of themselves as hard working or as having initiative and only a quarter as having leadership (and this included only one in five science and maths students).

When asked which factors influence their career choice, material considerations rated relatively lowly.

## Undergraduates need a new attitude to business and industry to meet career expectations, says Robert Worcester

Of the 26 factors measured, high starting salary ranked 10th, chosen by only 16 per cent in 1985, similar to earlier years. In the seven years starting in 1979, salary considerations ranked between 9th (1984) and 16th (1983). Long-term employment security, chosen by 15 per cent in 1985, a company car (2 per cent) and a good pension scheme (2 per cent) were other low-fliers.

Instead, a "sufficient intellectual challenge" (49 per cent), "opportunity to work with people rather than things" (36 per cent), "responsibility" (33 per cent) and "opportunity to be creative and original" (32 per cent) are this year's (and earlier years' as well) highly chosen factors. Some attributes that most businessmen might think would be

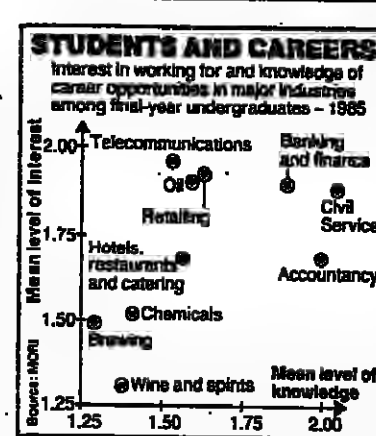


social welfare and 12 per cent into the Civil Service.

Many businessmen would be surprised to find that 19 per cent of those interviewed say they would opt for marketing/sales, 18 per cent general management, 13 per cent personnel management and 15 per cent advertising/public relations. And I expect they would be surprised at how few, rather than how many, would choose to go into the City (banking/finance/insurance) (14 per cent) or accountancy.

When considering the sources of information most useful in determining which type of career to follow, final-year undergraduates tell us that having talks with people who work in the field (36 per cent), work experience/vacation work (32 per cent) and talking to fellow students (22 per cent) are the more important sources. Less direct sources such as information in the press, radio and television career directories and recruitment brochures are further down the list.

While obtaining information on specific employers, however, these sources come into their own. The most often mentioned source at this step in the selection process being recruitment brochures (23 per cent) followed by literature written by the university careers office (17 per cent) and then, again, talks with people



STUDENTS AND CAREERS: Interest in working for and knowledge of career opportunities in major industries among final-year undergraduates - 1985

already working in the field (16 per cent). It is generally true that familiarity breeds favourability, not contempt. The more knowledgeable people feel they are about a company, the better they regard it. Among the public there is a high correlation between how well people feel they know a company and how favourable they are towards it. This leads them to be more likely to buy its products, to try new products launched by it, buy its shares, and, in this context, to apply for a job with it.

The scatter diagram indicates that final-year undergraduates believe they know relatively more about the Civil Service and about account-

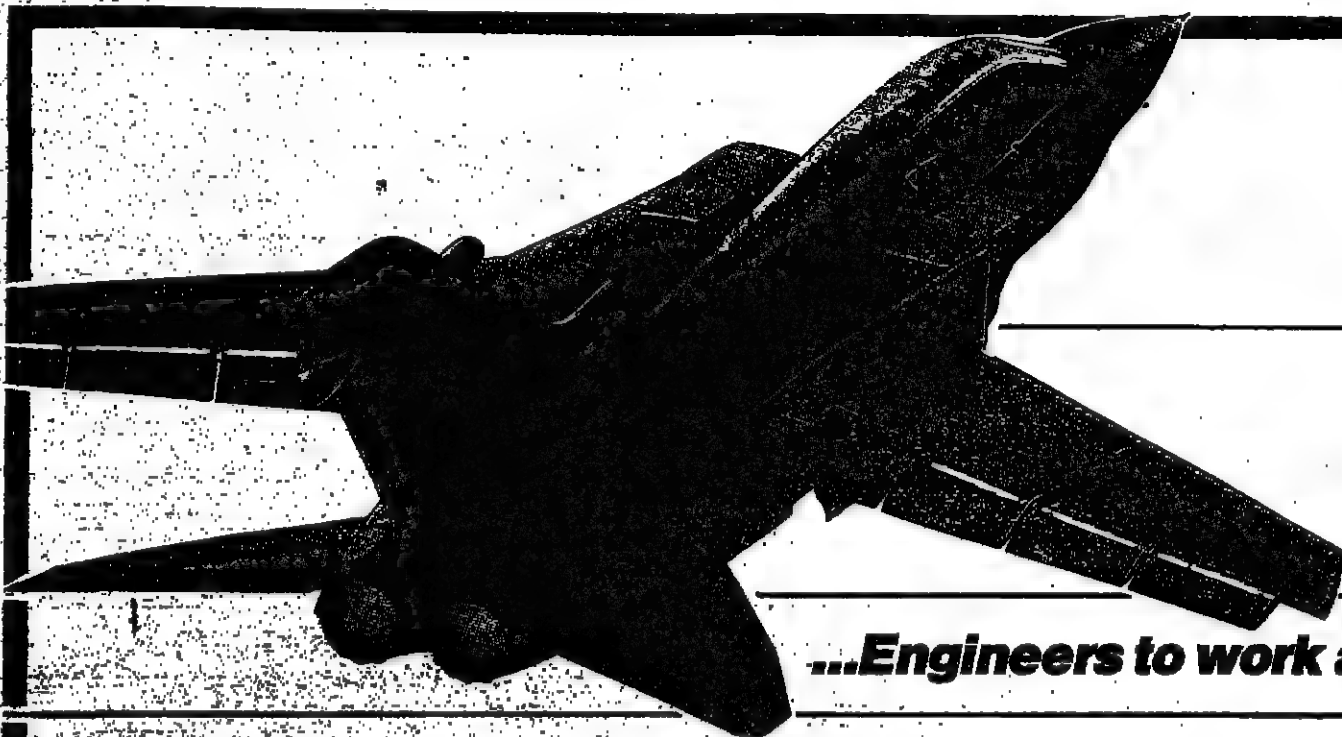
ancy. But this high level of knowledge is not matched by a correlating high level of interest in a career in these areas while oil, telecommunications and retailing are of greater interest to undergraduates than would be expected, given their relatively lower knowledge of these industries.

It would seem that today's final-year undergraduate sees nothing wrong with a job in business and industry, where one is to be found. Most have applied for a job by March, including more than half of those headed for public service and more than seven in 10 of those interested in such careers as the City/accountancy, research and development/technology, marketing/sales, and computing, and more than half of students headed towards careers in those fields have already had interviews with prospective employers by the spring break.

The message to the student coming out of the study seems to be apply early and often, and think if the way you see yourself is the way an employer would wish to see you. And for the prospective employer, the question the findings raise is to what degree is the career offered matching the career expectations of the prospective employee.

Robert Worcester is chairman of MORI.

Advertising ☎ 01-278 9161/5 Enquiries



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If you have at least 5 years' experience in precision mechanical or optical design, we'd like to talk to you about this key role in our design engineering team. A graduate, with solid management skills, your involvement will be company-wide, covering the entire range of existing and new products.

### Technical Authors to £14,000

We are also looking for a number of experienced professionals with the skills to provide creative input across the whole spectrum of our product range. ONC/HNC qualified, you should have at least 5 years' experience in an electro-mechanical or electronics environment.

# Follow the leaders.

... and take full advantage of working on some of the most technologically sophisticated and fascinating systems around... colour scanners, pre-press image and graphic processing systems, high resolution facsimile systems and data/satellite communications systems... all in all a product range which is the envy of the graphic arts industry, encompassing an intriguing breadth of technology.

With over 20% of our staff in R+D we're expanding the team, right across the technology spectrum. When it comes to freedom, scope to innovate and sheer development potential, very few companies, we believe, come close.

We'd obviously like to tell you more and arrange an early informal interview, so in the first instance, contact Mike Sterling, on (0442) 218311 or send a brief CV to him at: Crosfield Electronics Ltd., Three Cherry Trees Lane, Hemel Hempstead, Herts. Alternatively for an application form, and a comprehensive information package ring (0442) 42557 (24 hour answerphone).

Colour Scanners

Laser Technology

Image Processing

Data Transmission

Satellite Communications

**Crosfield Electronics**  
Engineering the imagination

A Division of The De La Rue Company plc

## A direct line to the executive shortlist.

InterExec is the organisation specialising in the confidential promotion of Senior Executives.

InterExec clients do not need to find vacancies or apply for appointments.

InterExec's qualified specialist staff, and access to over 100 unadvertised vacancies per week, enable new appointments at senior levels to be achieved rapidly, effectively and confidentially.

For a mutually exploratory meeting telephone:

London ☎ 01-930 5041/8  
19 Charing Cross Road, WC2.

Birmingham ☎ 021-632 5648  
The Rotunda, New Street.

Bristol ☎ 0272 277315  
30 Baldwin Street.

Edinburgh ☎ 031-226 5680  
47a George Street.

Leeds ☎ 0532 450243  
12 St. Paul's Street.

Manchester ☎ 061-236 8409  
Faulkner House, Faulkner Street.

**InterExec**

The one who stands out.

## Consultants in Management and Organisational Development

£13,000-£18,000 with potential for rapid promotion and bonus participation

One of the UK's most dynamic and growth oriented group of organisational/management development professionals seeks additional high calibre individuals to work on a wide range of assignments throughout the UK including many of the top 100 companies.

A successful candidate is likely to be aged 28-35 and have:

- a relevant degree or equivalent professional qualifications
- several years' successful track record in major private sector organisations
- Confident positive manner
- excellent communication skills
- genuine commitment to innovation and excellence in human development
- ability to produce under strict time frames
- good numeracy skills
- ability to work effectively within a project team

Those selected will not need to relocate since all our client's work is carried out on their client's premises.

Please send full personal and career details, in strict confidence to:

**Larkfield Management Consultancy Limited**

J. R. Taylor  
Group Personnel and Training Manager  
11a Lower Bridge Street  
Chester CH1 1RS

### MANAGEMENT OPPORTUNITY

An exciting career is open to individuals (22+) who are single-minded and interested in their own future. This is an opportunity to earn over £20,000 per annum and earn shares in a nationwide group. Please call Mr Pickersgill on 01-439 8431.

### CARESEARCH

A computerised nationwide information service requires someone with managerial experience, to consolidate and expand the scheme. His is a new role and we are looking for someone who has initiative and enthusiasm who can work independently. Knowledge of computers an advantage.

Salary £9,000 - £11,500 a.a.e. + company car.

Please write/phone  
01-960 5668 United Response  
1 Thorpe Close, London W10.

### Area Secretary

CHRISTIAN AID seeks Area Secretary to join team of four in Greater London, working from Eaton Gate, SW1. Candidates, ordained or lay, men or women, must have Christian commitment and understanding of world development issues. Good organising ability and experience of public speaking essential. Current driving licence required.

Write for details and application form, enclosing stamped addressed foolscap envelope to Personnel Officer, Christian Aid, PO Box No 1, London SW9 8BH. Closing date 27 November 1985.

## EXPERT SYSTEMS: HOW TO START SENSIBLY IN BUSINESS APPLICATIONS

16th DECEMBER, 1985  
UNIVERSITY OF WARWICK

At their 5th Annual Conference, ES85, the British Computer Society's Specialist Group on Expert Systems is holding a one-day Tutorial for business managers, aimed at providing practical guidelines for the successful exploitation of this new technology.

The key to a pay-off from any new technology is to proceed in small steps. This tutorial reflects the experience of Unilever and ICI, the technical perspectives of Logica and Expertech, plus information on software and services available to business from Insight.

Attendees at this Tutorial are entitled to visit the Exhibition (30 manufacturers software houses and consultants are expected). They may also choose to participate in the full Conference (about 350 companies attended in 1984).

ES85 is at the University of Warwick, 16-19th December, 1985, the Tutorial being on the 16th.

For a registration form and more details contact:

The BISL Conference Dept  
The British Computer Society  
13 Mansfield Street  
London W1M 0BP  
01-637 0471

## How many senior personnel positions can offer growth prospects like these?

**Personnel Administration Manager c £15,500 + car**

B & Q are among the fastest growing retailers in Europe, and we lead by far in the DIY sector. We currently employ some 7500 people distributed between Head Office and our 160+ Superstores. Within the next year we plan to open another 30 Stores and plans for future growth are even more impressive.

A VARIED AND CHALLENGING POSITION.

We now need a Personnel Administration Manager, who will report to the Personnel Controller. You will be directly responsible for establishing and maintaining Personnel Administration Systems to meet the requirements of this fast expanding organisation. In addition you will control, develop and train your personnel staff, advise Head Office Management on employment law and become involved in the development of an effective Job Analysis and Evaluation programme. You must therefore have several years experience running a Personnel Administration Department within a busy Head Office environment and have some knowledge of computerised Personnel Systems.

The main advantage, however, of working in B & Q, is the satisfaction and excitement of helping to promote our outstanding growth, with its implications of increasing responsibility and promotion.

A COMPREHENSIVE REWARD PACKAGE.

In addition to a generous salary and a car, you will benefit from our profit share scheme, receive free membership of BUPA, membership of our excellent pension scheme and free life assurance, and be entitled to a number of other bonuses.

HOW TO APPLY.

Please write with full career details (in confidence) to John Dewar, Personnel Controller, B & Q (Retail) Limited, Norwich House, Nelson Gate, Commercial Road, Southampton, SO9 1RF. Tel: (0703) 34123.

**B&Q (Retail) Ltd**  
**DIY Supercentres.**





# GENERAL APPOINTMENTS

Trade 01-278 9161/5

**PER**  
Britain's Largest Executive Recruitment Consultancy

## Sales Executives Telephone Management/ Information Technology

Systems Reliability plc are the leading manufacturers and suppliers of computer based telephone management information systems and third party computer maintenance. The demand for their products and services in a fast expanding market has created the need for additional sales staff. Ideally candidates will have proven sales experience within the computer/telecommunications field. However, training may be given to the right candidate from an information technology/capital goods/hotel background who has a basic understanding of, and an interest in, the use of computers.

## Dealer Sales Executive

£14,000 - £18,000 inc bonus

Based at Luton head office reporting to the Dealer Sales Manager and to be responsible for the day to day liaison with major dealers and assisting in creating new dealerships.

## Hotel Sales Executive

£12,000 - £15,000 inc bonus

Reporting to the Area Manager Hotel Systems and to be responsible for sales of a range of computer based telephone billing and hotel management systems to major hotel groups and large private hotels. Experience of the hotel environment would be advantageous. Benefits include company car, profit share bonus and pension scheme.

Please send full cv to Mrs C Worley, Personnel Officer, Systems Reliability plc, 4th Floor, Luton, Beds LU1 1UR.

## Company Accountant

£12,000-£15,000 + benefits South Lincs

This successful, progressive vegetable farming co-operative has invested in modern techniques, diversified and expanded. This is a key role in furthering financial success. Reporting to the MD, you will provide a full management accounting service, collate and analyse information, prepare quarterly accounts and develop computerised systems. 25-35, fully qualified with initiative, fair and flexible, you must have experience of computer systems and excellent communication and administrative skills. This varied, demanding post offers outstanding development prospects, a negotiable salary, generous increments, BUPA, pension, life assurance, free telephone and possibly a company car.

Send full cv to: Christine Jordan, PER, Lambert House, East, Clarendon Street, Nottingham NG1 5NS.

## Purchasing Manager

£12,000 + bonus + car High Wycombe

This is a key position with an established leader in design and assembly of flat glass processing machines. Qualified to HND/C in engineering with experience of computerised purchasing and control in an engineering environment, duties will include sourcing, negotiating price and delivery of diverse parts and introduction of computerised systems.

Please write with cv for application form to: The Managing Director, Powergen Ltd, 100 London Road, High Wycombe, Bucks HP11 1LW.

## Planning & Programming Engineer

£12,000 + car + benefits South Wales

My client, a highly successful building design and project management consultancy, wish to recruit a suitably experienced Planning and Programming Engineer. The successful candidate will be responsible for the purchase, setting up and running of a computer system for the accurate calculation and control of the company's project planning. Aged 35-40 and with a relevant degree, or a professional building qualification, candidates must have several years' project management and computer experience, preferably gained within a large construction company. In addition to a salary of £12,000, car and benefits, the company will provide relocation assistance where appropriate.

Send full cv to: Paul Allen, PER, Grove House, Grove Place, Swansea SA1 5DE.

## Application Specialist Linear Accelerators - Medical

£10,000 + Crawley

Philips Medical Systems are concentrating their radiotherapy business at MEL in Crawley and as a result, a challenging new opportunity has arisen for an Application Specialist, to become involved in user-interface development across a new generation of computer controlled linear accelerators. Responsibilities include the demonstration of system facilities to potential customers, the preparation of operation instructions and data sheets, and general application supervision, during and after the hand-over period. You will receive full training, but you should already have a thorough knowledge of radiotherapy treatment techniques, and of computer technology. A second language would be a distinct advantage. As well as a competitive salary, you will receive an attractive range of benefits, including generous assistance with relocation.

Send full cv to: Hylda Mousley, PER, 53 West Street, Brighton, Sussex BN1 2RL.

**PHILIPS** Medical Systems

## Sales Management Wholesale Stationery

An energetic, results-oriented company, our clients are suppliers of stationery, office furniture and equipment, operating the largest independent distribution network in Europe. Continued expansion creates the following opportunities:

### General Manager

£15,000 + bonus + car Leeds

To assume total responsibility for the Northern sales region. You will motivate a staff of 35 in pursuit of maximum profitability and undertake general managerial responsibilities. Aged 28-35 with an established track record, you will need good communication skills and experience of a computerised environment.

### Sales Promotion Manager

£12,000 + bonus + car N London

To research, plan and implement proposals in agreement with senior management, site management, field staff and customers. Aged around 25, you'll need sales experience in a high-profile capacity and the flair and awareness to contribute to continuing company success.

Send full cv to: John Hooper, PER, Management Selection Division, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

## Senior Production Manager

£15,000 + car Cumbria

Kangol Wear Limited, headwear manufacturers, are a vertical fashion company with a high volume of export sales. Operations are multi-site with manufacturing based in Cleator, Cumbria. We seek an experienced Production Manager, responsible for the major making-up unit employing 300 people. Products are based on a wide variety of specialised fabrics manufactured in an adjacent unit. The emphasis is on meeting daily targets in a flexible and rapid response environment. To improve control of the very wide product range and high order numbers, computer based systems are being progressively installed. Product changes and sampling are 'on-going' within manufacturing and there is a need to respond to a market driven situation. Candidates should preferably have experience in needle trades gained within light clothing, foundationwear, or footwear industries. Aged 30-45, and able to demonstrate strong IR and team management skills. Benefits include annual bonus, contributory pension scheme, health insurance and relocation expenses where appropriate.

Application with full cv to: GSD, Managing Director, Kangol Wear Limited, 2-5 Widdow Way, London W1M 8JD.

## Sales Manager

Top rewards + car South Coast

Part of a nationally recognised group, this leading company specialises in providing a full range of hardware and customised software packages, backed by comprehensive technical support facilities. As part of their development programme, they are seeking a talented and experienced Sales Manager to contribute to their success story. Aged 35+ with proven sales track record within the industry, you must also be able to demonstrate the enthusiasm, drive and determination to lead a professional team. In return there is an excellent remuneration package including a company car and the opportunity to become a key figure within the organisation.

Phone Bernadette Carr, PER Southampton, on (0703) 38211.

## Production Control Manager

£12,000 negotiable + benefits London

Expanding light engineering company in West London require a Production Control and Planning Manager. Applicants, aged 30+, HNC qualifications at least, combined with suitable management experience in computerised production planning and materials control. Experience of CNC and robotic machinery advantageous. For the right person, the opportunity exists to progress rapidly to senior management level.

Send full cv to: Diane Olsch, PER, 319-327 Chiswick High Road, London W4 4HL.

## Product Manager

£10,000 + car + benefits Redditch

Leading manufacturers of disposable sterile equipment for the World Health Care market, this company has an exciting opportunity for an experienced Product Manager. Reporting to the General Marketing Manager, you will profitably develop world-wide outlets - evaluating markets, revising price levels, developing sales forecasts and liaising with other departments, sales teams and customers. 25-35, your minimum three years' similar experience in sales/marketing for a medical device or disposables company is more important than a science degree. They are offering an attractive negotiable salary and large company benefits including car and relocation.

Send full cv to: Jayne Merritt, PER, 150 Corporation Street, Birmingham B4 6TB.

## Sales Manager

Negotiable salary + company car

Bestobell Protection are designers, manufacturers and installers specialising in fire seals and barriers, industrial noise control systems and thermal and acoustic insulation. Although we are centralised in Stockport, your location could be anywhere within the boundaries of North West and North East England down to the South and South East. Your background? Field sales in the construction related industry and/or a qualification in related materials technology, or you may be a well educated first class salesman. The deal? Salary reflecting qualifications and experience, pension, life assurance scheme etc. Apply, enclosing your cv to: Bill Fleming, Bestobell Protection, 213 Bedford Avenue, Slough, Berkshire SL1 4RP.

## JOB HUNTERS

For free job hunting information pack, and weekly details on the recruitment market place including over 450 new jobs - please telephone (01) 228 0200 or write to: PER, (2P) Rex House, 2-4 The Regent, London SW1Y 4PP. Personal positions in this computer application are limited from both sides and must be.

## Excellent Career Prospects

A world leader manufacturing concrete block making equipment and industrial mixers offers the following opportunities:

### Field Sales Manager

Industrial Mixers

Aged 28-45 with an engineering background and at least four years' experience of capital equipment sales into glass, foundry, refractory, chemical or related industries. Existing contracts essential. Salary £12,000 + commission (OTE £17,000-£18,000) + car.

### Service/Sales Engineer

Pre-Cast Equipment

Aged 26-45, with professional qualifications in engineering and sound knowledge of hydraulics and electrics, you must have a minimum of four years' maintenance engineering experience involving concrete block manufacturing and mixing equipment. Salary to £12,000 + car.

Both appointments attract a negotiable package of additional benefits. Send full cv to: Howell Williams, PER, 75 Sankley Street, Warrington WA1 1SL.

## Production Planning & Inventory Control Manager

£15,000 + benefits Farnborough, Hants

Gillette Industries seek an experienced Manager at their Jafra Cosmetics Plant. Reporting to the Manufacturing Manager, responsibilities include contract filling operations, inventory control, production planning, warehouse management and distribution of Jafra Europe, with a staff of five. Relevant experience and managerial skills essential. Degree preferred, aged 28-40. Competitive salary, large company benefits and assistance with relocation.

Send full cv to: Diane Olsch, PER, 319-327 Chiswick High Road, London W4 4HL.

## Sales Executive

£15,000 OTE + car Scotland & Borders

Required by the UK subsidiary of one of Europe's major electrical groups for its Domestic Appliances Division. Responsibilities include the marketing and profitable sales of the company products to the kitchen specialist and electrical retail trade. Candidates will preferably have experience in the industry but must demonstrate an energetic and hungry approach in their commitment to achieving the company's objectives.

For an application form contact: Mrs G Fennaway, General Domestic Appliances Ltd, Westpoint Centre, Uxbridge Road, Hayes, Middlesex UB4 9ED. Tel: (01) 848 3777.

## SIEMENS

## Sales Operations Manager

£12,000 North London

This well established group, marketing advertising display material to local authorities, supermarkets, etc. throughout UK, require Sales Operations Manager to control their small sales team and co-ordinate development in this expanding market. Aged 30+, ideally from marketing or local government, an energetic approach and sound organisational ability are essential. Salary £12,000 plus company benefits.

Send full cv to: Richard Zaboriski, PER London North, 4th Floor, Rex House, 4-12 Regent St, London SW1Y 4PP.

## Engineering Opportunities

Leading high technology manufacturers of aluminium plate, this Birmingham based company is pioneering new processes, creating demanding opportunities for graduate engineers with at least five years' experience.

### Maintenance Engineers

£11,500 + benefits

You will enhance production effectiveness, recommend new plant and improvements. Enthusiastic and innovative, with a mechanical engineering bias, you should be familiar with metal manufacturing.

### Project Engineers

£11,500 + benefits

Instigating projects, identifying problems, liaison and report making are key responsibilities. 28-40, you must be able to communicate and accept responsibility.

They are offering attractive negotiable salaries, big company benefits, including relocation, and excellent promotion prospects. Contact: Jayne Merritt, PER, 150 Corporation Street, Birmingham B4 6TB. Tel: (021) 236 6971.

## Accountant

£10,000 NE Essex

A small successful manufacturing company in a pleasant part of Essex, with heavy investment in the latest computerised technology now has an annual turnover of £2 million. Reporting to the Financial Director, varied duties, within a fully computerised accounting system, will include 'preparation of monthly management reports', 'involvement in budgeting', 'day to day accounting operations'. The successful candidate will be experienced in computerised accounting within a small company environment. Accountancy qualification and a costing background would be an advantage. Interested? Send full cv to: Frances Goodwin, PER, 1 High Street, Chesham CM1 1YN.

Arthur Andersen & Co. is a large international firm of accountants.

## Office Manager

Central London circa £13,000 + overtime

We are seeking to recruit an experienced Office Manager to co-ordinate and supervise the secretarial and clerical support team of 60 personnel within the Tax Division.

Reporting directly to the Head of the Tax Division you will be expected to:

- ensure the support team provide the most efficient and productive service to the Practice. This will include all aspects of personnel administration, recruitment, training and welfare;
- control existing divisional administrative procedures and support budgets and develop new policies/systems.

This role is integral in ensuring the high quality of professional service the firm provides. The man or woman appointed must therefore be able to demonstrate exceptional administrative and supervisory skills probably gained over three years within a professional or technical environment. Aged 28+ and educated to 'A' level standard you will be bright, energetic and have a flexible approach to work together with the ability to deal with staff at all levels. Experience of implementing office automation systems would be a distinct advantage.

Career prospects are excellent and include the opportunity of promotion to a wider management position.

Applications, which will be treated in the strictest confidence, should be sent in the form of a detailed curriculum vitae (enclosing a daytime telephone number) to:

Elizabeth Vale, Divisional Personnel Manager  
Administration, Arthur Andersen & Co.,  
1 Surrey Street, London WC2R 2PS.

**ARTHUR ANDERSEN & CO.**  
CHARTERED ACCOUNTANTS

Medieval and Later Antiquities

## RESEARCH ASSISTANT

...to be concerned with objects related to the West European archaeology and social history of the period from the 16th to the 19th century. Work will include assisting with exhibitions, publications and acquisitions, answering oral and written public enquiries, identifying submitted objects, assisting scholars and students using the Departmental Students' Rooms; and recording the collection of post-Medieval objects relating to the Museum's Computer Project team.

Applicants must have a degree, with 1st or 2nd class honours, or a post-graduate qualification in archaeology, art history or history and preferably specialising in the 16th to 19th century West European field. An ability to plan exhibitions, communicate effectively and to undertake specific research projects is essential. A good reading knowledge of one or more West European foreign languages together with experience of museum work, including handling objects, would be advantageous.

SALARY: as Curator Grade E £9815-£12,630 or as Curator Grade I £7665-£10,280. Level of appointment and starting salary according to qualifications and experience.

For further details and an application form (to be returned by 27 November 1985) write to: Civil Service Commission, Alencon Link, Haslemere, Surrey GU27 1JB, or telephone Basingstoke (0256) 468551, answering service operates outside office hours. Please quote ref: G(45)382.

An equal opportunity employer

## BRITISH MUSEUM

## National Council for Voluntary Organisations is seeking a Director

to perform a leading role in the voluntary sector

NCVO is a charity which exists to serve the voluntary sector by informing and advising its members and by helping them to develop and to represent themselves externally. Its Director needs a strong personal commitment to NCVO's basic policy aims including social amelioration, the voluntary principle and an end to discrimination against women, ethnic minorities, the disabled and other specific social groups. The Director leads a staff of 150. To ensure that NCVO succeeds in meeting its objectives, s/he needs an unusually wide range of skills and experience, e.g. management, communication, negotiation and political judgement and fund raising. Direct experience of the voluntary sector and a clear understanding of and belief in the role of voluntary organisations will be important. The Director has to deal with many, and varied other bodies - including those in commerce and industry, in central and local government and on the national and local voluntary scene.

Presumptive salary range: £22,329-£26,898. Contributory pension scheme.

For full details please write to the Chairman (DI), NCVO, 26 Bedford Square, London WC1B 3HU or telephone the Personnel Officer, NCVO, 01-636 4066.

Closing date for applications 9 December 1985

NCVO is an equal opportunities employer, and welcomes applications irrespective of race, gender, age, sexual orientation or disability (although wheelchair access is currently poor).

## ELECTRICITY CONSUMERS' COUNCIL

### POLICY OFFICER

(part-time post)

Salary: £13,002 p.a. (inclusive of London Weighting) pro rata

The Electricity Consumers' Council is an independent statutory body financed by the Department of Trade and Industry to represent the interests of all electricity users in England and Wales at national level. The Policy Officer will work as part of a small team of policy staff. He/she will handle a range of consumer and legal responsibilities for the Council and will be involved in developing its policies on consumer service and consumer law issues.

Candidates will preferably have considerable experience in consumer advice and a background in consumer law and/or public law administration. Strong written and verbal communication skills are essential and experience in committee work would be an advantage.

The post is offered for 21 hours per week. Further particulars may be obtained from: Electricity Consumers' Council, Brook House, 2-16 Torrington Place, London WC1E 7LL. Telephone: 01-434 5783.

Written applications should then be submitted by 25 November 1985.

## WHICH CAREER SUITS BEST?

Professional Guidance and Assessment for all ages.

15-24 yrs: Career, Careers, 25-34 yrs: Progress, Change, 35-44 yrs: Review, 2nd Careers.

Full details in free brochure.

● CAREER ANALYST ●

● 90 Gloucester Place, W1 ●

● 01-235 5452 (24 hrs) ●

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## Take the Sales Route to Management

...selling financial services with NWS

From Aberdeen to Plymouth, from North Wales to Lincoln... the NWS branch network covers the nation - selling a range of financial services.

North West Securities, with a turnover exceeding £400 million, is one of the UK's fastest growing and most successful finance houses.

We operate credit card facilities for many high street multiple retailers and from our branches we sell Credit Insurance, Leasing, Personal Loans and Instalment Credit to business and personal customers - and that's where you come in.

To resource our expansion programme we need young (aged 21-28), ambitious and bright men and women with flair and tenacity -

people who can thrive in a competitive environment and progress to management. We give excellent training and there are superb incentives for top performers. Whether you're based at a branch or operating in the field, you'll find that career opportunities are unlimited. We want you to succeed and realise your aspirations.

We offer attractive salaries and after a qualifying period: contributory pension scheme, preferential loan terms, BUPA, profit sharing, subsidised mortgage.

There may be a vacancy in a branch near you, so if you have 'O' level (or better) and are keen to make your mark in a very progressive company write for an application form to:

Barry Taylor, Staff Department, North West Securities Ltd., North West House, City Road, Chester CH1 3AN

North West Securities Ltd. is a member of the Bank of Scotland Group.

## International Finance Trainees

Age 23-29 c.£14,000

Major British banking firm with extensive coverage of European, American and Far Eastern securities through its overseas offices seeks several sales trainees and investment analysts. After an induction period in City head office they will be posted overseas for limited periods at enhanced remuneration.

No prior experience in the City is required but an honours degree (1st or 2nd) reasonable numeracy and some linguistic interest are essential. These appointments will appeal to people who enjoy foreign travel and have flair either for selling or analytical research.

Please write in confidence enclosing cv to: WT, Asst. at JCB&P Selection Consultants, 104 Marylebone Lane, London W1M 5PL, quoting 2256/T. Both men and women may apply.

**JC&P**

John Courtis and Partners

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# GENERAL APPOINTMENTS

Trade 01-278 9161/5

## ASSOCIATE EXECUTIVE DIRECTOR

This Private Medical complex which includes two Hospitals in St. Johns Wood and a Day Surgery Centre in Harley Street now has a vacancy for the above position.

The successful applicant will report directly to the Executive Director of London Operations and be responsible for Medical and Support Services departments for the Humana facilities. A proven record in general Hospital management, along with a working knowledge of finance and budgets is required. Previous experience in the private sector is preferable.

The Hospital offers a competitive salary and contributory pension scheme, free membership to a medical insurance scheme, subsidised staff restaurant facilities and an excellent working environment.

Please send your CV to:  
Mr G. White, Personnel Manager.

**Humana Hospital  
Wellington**  
Wellington Place, London NW8 5LE

## VACANCY FOR SECRETARY OF THE TERRITORIAL AUXILIARY AND VOLUNTEER RESERVE ASSOCIATION FOR EAST ANGLIA

Applications are invited for the Secretaryship of the Territorial, Auxiliary and Volunteer Reserve Association for East Anglia, based at Chelmsford (Essex) and covering the counties of Bedfordshire, Cambridgeshire, Essex, Hertfordshire, Norfolk and Suffolk. The post will become vacant on or about 1st October 1986. The successful applicant may be required to undertake the present Secretary for one month before taking over.

Applicants will have reached the age of 45, and must be under the age of 55, as at 1st October 1986. Applicants should have service staff experience of at least Grade 1 level.

The present salary is £18,906. The salary is subject to periodic review.

The appointment is for a probationary period of 18 months in the first instance, after which it may be confirmed to the age of 50, with further extensions of one year up to the age of 55, subject to satisfactory annual reports. The successful candidate will be required to pass a medical examination and to contribute to the Retirement and Death Benefits Fund; for which a 6 per cent non-pensionable addition to salary is provided.

Application forms may be obtained from the Secretary, East Anglia TA&VR Association, 250 Springfield Road, Chelmsford CM2 6BU. Completed forms must reach the Association by not later than 2nd January 1986.

No testimonials or similar documents should be sent until asked for. All applications received will be acknowledged. Any form of canvassing will lead to immediate disqualification.

## Drama Director

The Council is seeking to appoint an experienced and self-motivated drama executive as its Drama Director to be responsible for the implementation of the Council's drama policy and its development.

Working closely with the Directors of other Departments, applicants will need to have a wide range of experience of the professional theatre, the ability to represent the Council publicly and flexible managerial competence.

The appointment is initially for a period of 5 years with the offer of an extension review. Commencing salary, including London Weighting, will be in the range £18,365-£24,291 and the Council has a non-contributory pension scheme.

For a job description and application form, to be returned by Monday, 25 November, contact the Personnel Department, Arts Council, 105 Piccadilly, London W1V 0AU. Tel: 01-629 9495 ext 266.

An Equal Opportunity Employer

**Arts Council  
OF GREAT BRITAIN**

## Operations Supervisor, £15,000 pa. Japanese/English

Required for Far East side of tour operators. Good knowledge of geography, particularly Europe, necessary. The position includes dealing directly with Japan, liaising with travel agents regarding variations to schedules & itineraries originally negotiated by our tour operators. Therefore this position requires fluency in Japanese. The applicant will be in charge of a team of 7 to 8 people & will be responsible for the general overseeing of the department. Four years experience in a supervisory position within the travel industry is necessary. Please reply in writing, in Japanese to: Oshu Express Ltd., Africa House, 64-78 Kingsway, London WC2.

## UNIT GENERAL MANAGER

Brighton Health Authority has a revenue budget of £52m, employs 6,000 staff and provides health care services for a population of 300,000. Recognised as a leading and innovative Authority, it is seeking to appoint a Unit General Manager who will take personal responsibility for the overall management within the Acute/Continuing Care Unit, which includes Brighton General Hospital.

Such responsibility will include the efficient use of resources and the maintenance of high quality services, providing an opportunity of an exceptionally challenging post. Therefore, applicants will need to demonstrate a proven record of achievement particularly in the management of change.

The contract will be for an initial fixed term of 3 years and then subject to extension by mutual agreement.

The salary will be £20,213 p.a. for a successful candidate who is currently in the National Health Service and £24,213 p.a. for external candidates.

The District General Manager, Mr David Bowden, will be happy to interview candidates to contact Mr. R.H. Chapman, Director of Personnel Services, in the first instance by telephone Brighton (0273) 696011 Ext. 9637 for an informal discussion.

Application forms and further information is also available from Mr. Chapman at the Brighton Health Authority, 'A' Block, Brighton General Hospital, Elm Grove, Brighton BN2 3EW.

Closing date 27th November, 1985.

**Brighton  
Health  
Authority**



## The International Monetary Fund with headquarters in Washington, D.C. invites applications for the position of ENGLISH TRANSLATOR

Candidates must have English as their mother tongue, a university degree, preferably in Economics or Law, and several years of professional experience in the translation of economic texts from both French and Spanish. Proficiency in other languages would be highly desirable.

Applications should reach the Fund by November 30. A competitive examination will be held for selected candidates. Detailed curriculum vitae should be sent to:

R. M. Broadway  
Personnel Officer  
Recruitment Division  
International Monetary Fund  
700 19th Street, N.W.  
Washington, D.C. 20431

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## AUSTRALIA

CSIRO

### ENGINEER/SCIENTIST RESEARCH IN MATERIALS PROCESSING BY LASERS

A\$28,489 - A\$38,931

DIVISION OF MANUFACTURING TECHNOLOGY  
LINDFIELD, N.S.W.

The Division engages in research and development to support Australian manufacturing industry. Its activities are organized in three main programs: Advanced Materials Engineering, and Integrated Manufacturing. The Division has established facilities for experimental processing of materials by laser, including a 250-watt continuous-wave laser, a 100-watt average power pulsed solid-state laser, automated beam and work piece manipulators and associated optics. In addition to industrial laser research and development, activities in flexible manufacturing systems and machine tool control have been established and are currently being strengthened. Collaborative work with industry is a vital part of the Division's activities. Close liaison between the Sydney, Melbourne and Adelaide Laboratories is encouraged.

An engineer or scientist is required to work in the identification and development of innovative techniques for the industrial processing of both metals and non-metals materials using high power lasers. Processing areas of interest include drilling, spot welding, soldering and heat treatment.

Applicants should have a higher degree, preferably a Ph.D., in science or engineering, or equivalent qualifications. Knowledge and experience in industrial lasers and materials processing is essential.

TERMS: Indefinite with Australian Government superannuation benefits available.

APPLICATIONS: Submit relevant personal particulars, including details of qualifications and experience, the names of at least two professional referees and quoting reference No A397, should be directed to:

The Chief  
CSIRO Division of Manufacturing Technology  
PO Box 11  
PETERBURY VIC 3045

By 4 weeks from Date of Publication

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London based up to £18,000

Sperry is a leading supplier of high technology systems and services. Its computer operations serve more than 18,000 customers in 50 countries, and in the fiscal year 1985 reported revenue of \$4.15 billion, part of a total corporate revenue of \$5.7 billion.

Sperry now seeks to recruit two Senior Technical Support Consultants to help support its International Division subsidiaries and their customers through consultancy and project work. Successful candidates are likely to be:

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### DATABASE CONSULTANT

This position calls for practical database analysis design and implementation experience which has included working with at least one relational DBMS. Experience with ORACLE would be a distinct advantage and candidates must be able to relate to the user community as well as data processing professionals.

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This position requires a solid data processing background which includes substantial 'hands-on' experience of porting and integrating products in a UNIX environment. We are looking for good knowledge of UNIX internals and facilities and of languages including 'C'.

Sperry offers an attractive package including a quality car, excellent Pension and Life Assurance scheme and help with relocation expenses where appropriate. Significant international travel is involved in both positions.

To discuss these posts, call Graham Moss on 01-453 3210 or write with full C.V. or for an application form, to Patrick O'Brien, Personnel Director, International Support Operations, Sperry Limited, Information Systems Group, Sperry Centre, Stonebridge Park, London NW10 8LS.

**SPERRY**

## WORKS MANAGER

Leading international group requires Works Manager for one of their UK companies, in the North of England, manufacturing and marketing industrial, protective and other coatings.

The successful candidate will probably be 35 to 40 and an engineering science graduate, ideally experienced in the management of small batch production in a process industry and in the application of computers to process control and production planning and control, and must be exceptionally intelligent and innovative, with high leadership ability and dedicated to the achievement of high employee motivation and productivity.

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## AMERICAN VIDEO SYSTEMS Inc.

Employment in West Germany: American Video Systems, Inc. is seeking qualified maintenance personnel for VHS manufactured equipment, copy machines (series 5 x 5 and 5 x 6), VRC telephones, copiers, PDLAC reader printer, VQC secretary copiers, printing cameras etc. Only qualified experienced personnel will be considered, good salary and benefits. Travel required. Drivers license essential. Send resume stating specific experience and training on 3-M equipment. Resume must be sent to arrive no later than the 12th of November for consideration.

American Video Systems Inc.  
Garzheim Str 19-13  
6800 Mannheim 31  
West Germany  
Telex Resume accepted  
Telex No 462800 AVS/D



# FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

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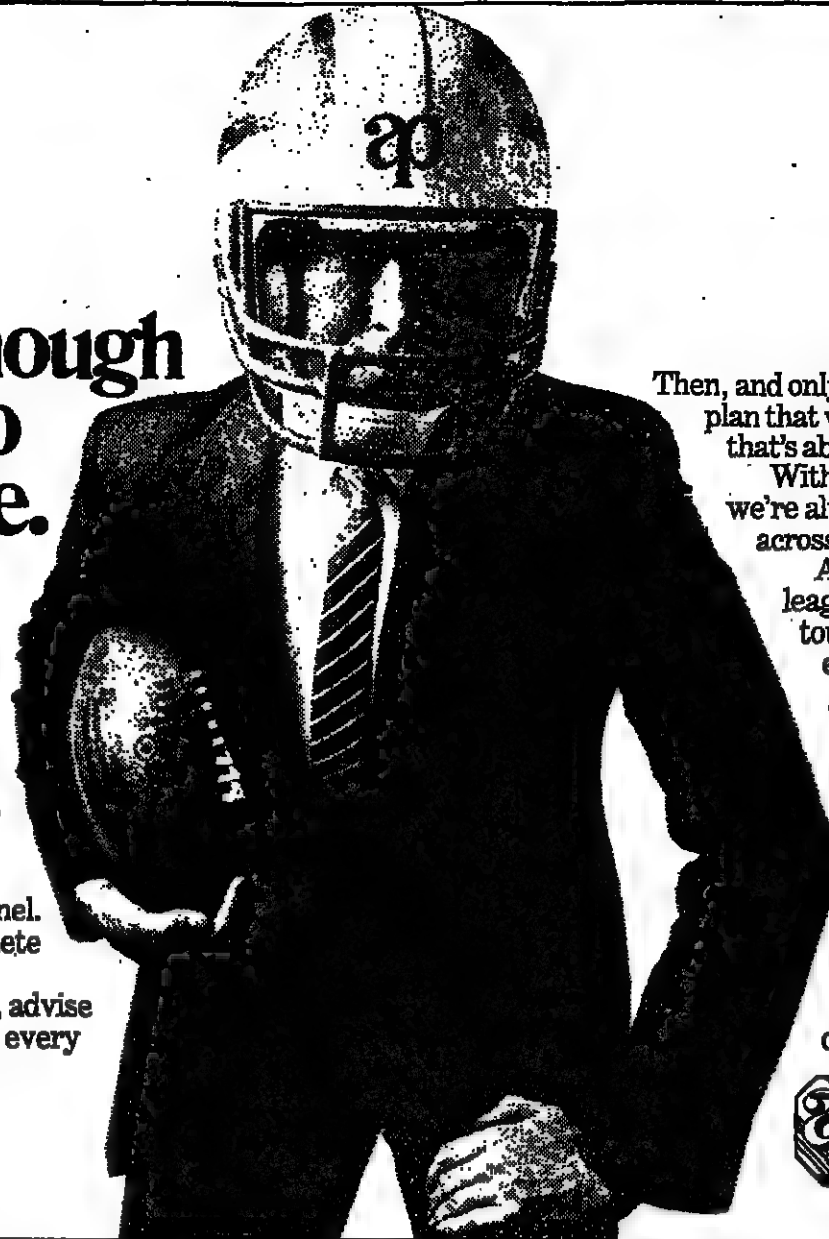
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#### FINANCIAL CONTROLLERS

SE1 £15-£18,500 Negotiable  
Multi-national Group seek two Accountants for two rapidly growing and successful subsidiaries. Applicants should be qualified by experience and have necessary drive to succeed.  
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REF: C3464 Contact Oxford Circus office.

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W1 £15,000  
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In the first instance, please telephone 01-240 9959 or write with full CV to FPS (Management) Ltd, 12-13 Henrietta Street, Covent Garden, London, WC2E 8LH.

For further details speak to Martin Holderness or Richard Oliver



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At Assistant Manager level and reporting to an Executive Director, the role is varied but with particular emphasis on recruitment, especially of recent graduates as trainees. Other duties will include staff counselling and induction, personnel records, benefits administration and expatriate work permit applications. Willingness to use a word processor is essential although secretarial support is available.

You should ideally be aged 28-35, qualified AIPM or close to qualification and a graduate with several years' relevant personnel experience preferably gained in a company head office environment. A banking background is not essential but experience of graduate recruitment would be an advantage.

Personal qualities sought include the ability to work largely on your own, an outgoing self-confident personality and personnel "flair". You must be able to write good English, handle your own correspondence and communicate effectively at all levels with tact and diplomacy. Prospects for promotion are excellent, with the opportunity to progress to Manager within 2-3 years.

Please send your own CV in the first instance to:-

J M Graham, Executive Director  
Sumitomo Finance International  
107 Cheapside, London, EC2V 6HA

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LONDON W1

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Candidates, preferably qualified, should have at least 2 years industrial experience, the ability to work on micro computers and will probably be in their

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To apply write to Andrew Scott-Priestley providing full career and salary details or telephone him on 01-636 7766 Ext. 2133.

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C. London

c. £16,000

An expanding subsidiary of a major British group has reached a crucial stage of its development. Increasing visibility in a highly competitive market dictates the need for a recently qualified, ambitious young accountant to join the skilled management team.

Initial responsibility will be for the provision of detailed financial analysis to non-financial, profit orientated managers. Thus the ability to effectively communicate sound accounting principles is essential. Additionally there is an increasing systems evaluation and development role to be filled.

This is an excellent opportunity to demonstrate commercial judgement and obtain real business involvement. Further career progression can be assured.

Contact Patrick Donnelly on 01-222 5169 quoting ref: TT/85



The Finance Index

Financial Recruitment Consultants  
11 Palmer Street London SW1H 0AB Tel: 01-222 5169/1181

Gabriel Duffy Consultancy

RECRUITMENT CONSULTANCY OF THE YEAR CERTIFIED ACCOUNTANTS' POLL

### AUDIT - FINANCIAL SERVICES

Some of the most prestigious names in the City of London today are keen to talk to audit professionals with sound DP experience, to strengthen their internal audit and operational review functions in readiness for the "Big Bang" next year. The opportunities range from Systems Audit with a US Bank to Head of Audit with a Merchant Bank. All carry excellent starting salaries and extensive benefits packages, including substantial mortgage subsidies. Contact Darrell Smith on 01-623 3195 (day) or 01-444 3559 (evenings and weekends).

### UK TAX ADVISER

This major international bank has created a new London based group to research and develop financial packages and projects. An opportunity exists for dynamic UK tax specialist to join this team and advise on the tax efficient projects. This demanding and high profile role requires a superior candidate with a lively personality and entrepreneurial approach. In the first instance please contact Fran Friedman on 01-623 3195 (day) or 01-380 7902 (evenings and weekends).

### MANAGEMENT CONSULTANCY

We are able to offer opportunities in London, Birmingham, Manchester, and Southampton to ambitious graduate Accountants who can demonstrate fast-track career success in manufacturing, computers, financial services and the public sector. Wide variety of assignments, some involving overseas travel, are available. For further information please write to Don Leslie at the address below, or telephone him on 01-623 3195 (day) or 01-364 5229 (evenings and weekends).

Gabriel Duffy Consultancy 17 St. Swithins Lane, Cannon Street, London, EC4N 8AL

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The Research Accountant will carry out a key role in evaluating the profitability of existing and new medical insurance products. This will involve duties such as product pricing, cost allocation and forecasting using "end-user" computing systems where appropriate. The successful candidate is likely to be a Cost and Management Accountant with at least three years post-qualification experience in a management accounting role within a commercial environment. Key personal attributes will include a high level of self-motivation, flexibility and initiative.

## Product Development Analyst

Reporting to the Manager, Research and Product Development, the incumbent to this post will initiate and co-ordinate the development of new and existing medical insurance products in the U.K. This will involve liaison with Marketing and Sales personnel in the appraisal of development opportunities. Applications are invited from business graduates, preferably with an understanding of the private medical insurance market and the principles of risk underwriting, who can demonstrate proven skills in the analysis and interpretation of financial and statistical data. Preference will be given to candidates who can show a well developed business acumen and first class communication skills. The attractive benefits package includes free private health insurance cover, mortgage subsidy, interest free car loan, generous holiday entitlement, contributory pension and free life assurance scheme.

For an application form and job description please telephone or write to Pauline Wynn-Ingram, Personnel Officer.

Private Patients Plan  
London House, London EC4A 3DF  
National Insurance No. 4011

## INTERNATIONAL LIABILITY INSURERS

Leading liability insurers require legally minded accountants to assist in running their existing international business and in developing new areas. The firm is small in numbers, though with an international reputation, and prospects are excellent. The ideal candidate will be between 25-30 years with 2-3 years of commercially orientated experience. The starting salary will be in accordance with qualifications and experience and will be competitive.

Initially the successful candidate will work as part of a team in the development of new but related areas of business involving contact principally with other professionals.

Replies with c.v. to Box No 0463 L The Times

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## FINANCIAL &amp; ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

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T41

Jonathan Wren  
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**FX Dealers** £16-£28,000  
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**VP Projects** Neg £35,000+  
A Major Asset (£20M+) Financial Negotiator with experience of ships, aircraft, or preferably, property real estate financing in the £10M range.

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Must have experience of small volume high turnover transactions eg: vendor programmes plus the occasional £1M deal. Age 30-35 years.

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A bright ACA from a Big 'B' background — reporting to the Financial Director, duties will include the preparation of the consolidated accounts, budgets, forecasts, and cash flows, as well as involvement in Corporate Finance/Strategic Planning work.

Please telephone, or alternatively send your CV in strictest confidence.

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You will be responsible for consultancy assignments for clients ranging from large international companies to small businesses.

You will be expected to liaise extensively with other parts of the PW practice and to demonstrate initiative and a keen sense of business awareness.

Candidates, probably between 25 and 38, will be offered an attractive salary, and depending on the level of appointment, a car and other benefits. Prospects for early promotion are excellent. The positions are based in London and, where appropriate, relocation expenses will be paid.

Please write, in confidence, with detailed CV to:

John R Townend  
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Southwark Towers  
32 London Bridge Street  
London SE1 9SY

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You'll be required to assess the situation rapidly, to isolate the factors critical to the success of the client and the assignment. You may work alone or as a member of a multi-discipline and multi-talented team, but in either case you'll be expected to excel.

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In return we offer an excellent starting salary plus a car and other benefits, tailored training, and promotion based solely on merit.

Interested? Why not send your c.v. (stating preferred location and daytime telephone number) to Martin Manning, quoting reference 1537/FT on both envelope and letter.

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PA PERSONNEL SERVICES'  
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## FINANCIAL CONTROLLER

salary negotiable + car: East Anglia

A progressive hi-tech company, which designs, manufactures and sells electronic video composers, is seeking a Chief Accountant to assume the role of Financial Controller in the short term. The company has grown dramatically over the last 4 years and now seeks a

bright, energetic, qualified accountant, with some experience at the sharp-end, to become involved in a wide range of group accounting activities. An attractive salary package, including a company car, is offered.  
Ref: SSA8/0453/T.

## FINANCE MANAGER

c.£17,000-£18,000: Middlesex

A young, qualified accountant is sought by a major multinational, for a profitable subsidiary involved in designing and manufacturing army training equipment. A working knowledge of sophisticated computer systems, along with a desire to become involved in all aspects of financial accounting, is

essential. Experience of government contract work would be desirable. This is a challenging and demanding line-management role for an enthusiastic ACA, offering scope for development within the group organisation.  
Ref: SSA8/0454/T.

FINANCE DIRECTOR  
DESIGNATE

c.£25,000 + car: North London

A rapidly-expanding young company, which provides a unique service to the retail and marketing industry, is actively seeking to recruit an ambitious young qualified accountant with general business awareness to become its

Financial Controller. This is a newly-created position, reporting directly to the Board and requires someone bright, quick-witted and hardworking. Appointment to the Board will occur once success has been proven. Ref: SSA8/0458/T.

For further details, please contact Fiona McMillan,  
Accountancy Recruitment Group, PA Personnel Services,  
Hyde Park House, 60a Knightsbridge, London SW1X 7LE.  
Tel: 01-235 6060 (24-hour answerphone).

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Systems Development  
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Internal Audit  
Budgetary Control

You will gain experience in most of the above areas which will provide you with the opportunity of future career development. Energy and enthusiasm must be prime qualities in support of your application.

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Tel: (01) 250 0003



# FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

● £1.175 million exports in 1984  
● £149 million invested in UK in 1984

## The bottom line for finance and investment specialists.

At the foot of every IBM recruitment advertisement there's a small space in which we highlight some aspects of IBM's contribution to the UK. It's also a reminder to potential employees of how important sustained growth and investment is to a company. Our ability to reward our employees with the most innovative and progressive benefit schemes rests on the firmest of financial footings. And that, in turn, relies on a team of financial experts who use their creative, problem-solving abilities on every aspect of the company's business.

We are currently seeking to recruit the following specialists to work in the Treasury Group at our North Harbour headquarters in Portsmouth.

### Systems Adviser - Pensions Investment

At IBM United Kingdom Pensions Trust Limited, the trustee's present investment and accountancy system requires complete mechanisation, including the provision of networking facilities to the many external investment contacts. The fund's assets currently exceed £650 million. Your role will be to determine the best approach in developing the new system and to manage its implementation. It's a challenging assignment, as you will also need to co-ordinate interim improvements to existing facilities.

You will need a thorough knowledge of PC user programmes in addition to several years post-graduate experience as an accountant (or similar qualification), some of which should have been spent in an investment environment. Your skills in project management, communication and motivation are equally important. Ref: PISA 005T

### Pensions Specialist

IBM United Kingdom's Pension Scheme has 24,000 members and current assets exceed £650 million. The specialist recruited will become a 'centre of competence' for the Scheme's trustee on statutory, fiscal and regulatory matters. You will also provide skilled evaluation of proposed pension legislation, development assistance in future computer systems requirements, and scheme reports and documentation.

You should be a graduate, with an excellent background in technical pensions and proven communication skills. Any experience of the application of systems to this area would be very advantageous. Ref: PS 005T

### Treasury Operations

You will manage financing projects, handling complex financial and business problems and developing appropriate solutions for them. Your creative problem-solving ability and initiative, together with your interpersonal skills, will be at a premium, as you become involved with IBM senior management and the financial community in the City of London.

You should be a graduate or qualified accountant with several years' experience in a major financial institution or a corporate treasury department, now ready for the challenge of managing treasury projects in a fast-growing company. Ref: TO 011T

### Insurance Specialist

Working within the Treasury department, you will advise IBM management on the implementation of a Physical Risk Management Programme. This will involve travelling throughout the UK. As well as liaising with senior levels of staff, you will often negotiate directly with London insurers.

Your experience in risk inspection and assessment - probably working within an insurance group or a major commercial company - is as important as formal, degree level qualifications. Ref: IS 011T

### Taxation Analyst

We are looking for a taxation specialist to undertake a range of responsibilities covering all aspects of taxation as it affects the IBM group of companies and its employees. The work will include involvement in special investigations, tax evaluation of new business methods and tax and dividend planning, all of which offers you a broad view of the business, and regular contact with IBM senior management.

Applicants should ideally have a taxation or accounting qualification together with working experience of corporate taxation in a large company environment. Above all, you must be able to demonstrate a high level of enthusiasm and commitment. Ref: TA 011T

### Treasury Studies Analyst

You will take on the treasury involvement in new business opportunities, appraising and obtaining approval for new projects, co-ordinating financial interest in joint ventures. This is an interesting appointment, offering exposure to the most advanced treasury techniques and new areas of finance management.

You should be a graduate and fully qualified accountant, with extensive experience in corporate treasury or merchant banking. A background in financial planning or taxation will be especially useful - we'll also be looking for natural communication skills with plenty of initiative. Ref: TSA 011T

### Investment Analyst

Working in the Treasury department, you will be responsible for Balance Sheet planning and Capital Investment appraisal. This position offers an ideal opportunity for a graduate with around 5 years' experience and good communication skills. Ref: IA 011T

All of these positions offer the chance to join a uniquely challenging environment within an expanding and successful company. Salaries and benefits are excellent.

Interested candidates with the appropriate qualifications and experience should write, quoting the appropriate reference number, to Valerie Wills in the Personnel Department at IBM United Kingdom Limited, PO Box 41, North Harbour, Portsmouth, Hants PO6 3AU.



- 17,000 jobs in over 40 UK locations
- Two manufacturing plants
- Development laboratory near Winchester
- An equal opportunity employer
- £1.175 million exports in 1984
- £149 million invested in UK in 1984

# IBM

## Corporate Finance Executive

Heathrow Area

£16,000 + fully expensed car

Our client, a multinational investment group, is a major force on the world stock markets. Continued growth and success have created an opening for a young qualified accountant. The successful applicant will, in addition to highly complex and technically demanding financial reporting, be involved in the analysis of potential acquisitions and divestments, legal restructuring, international tax planning, short and long term treasury management and a variety of ad hoc assignments.

Candidates will be graduate calibre ACA's, aged 24-27, and will have trained with a 'Top 30' firm. Preferably with good examination records, they will possess excellent interpersonal skills, intellectual strength and mobility, as promotion prospects are likely to occur in both the USA and the UK.

Interested applicants should contact Tony Martin on Windsor 856151, or write, enclosing a c.v., to Michael Page Partnership, Kingsbury House, 6 Sheet Street, Windsor SL4 1BG, quoting ref. 1026.



**Michael Page Partnership**

International Recruitment Consultants

London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney  
A member of the Addison Page PLC group

## Equity Specialists

£15,000-£100,000

As leaders in the field of investment recruitment, the Investment Division of Michael Page City act on behalf of a broad range of stockbrokers and institutions, both U.K. and internationally based.

Current market activity has resulted in excellent opportunities for experienced individuals at all levels in the areas on:

- ★ Research
- ★ Institutional Sales
- ★ Fund Management
- ★ Marketing

If you are looking for a career move, or simply wish to be kept informed of market developments, please contact Jonathan Williams or Anna Robson at the Investment Division, 39/41 Parker Street, London WC2B 5LH, or telephone 01-404 5751. All replies will be treated in strictest confidence.



**Michael Page City**

International Recruitment Consultants - London Brussels New York Sydney  
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## Financial Accountant

City Partnership

c.£18K

Our client is a large and growing firm of City Solicitors with three overseas offices. Recent changes within the firm's administration structure have created this new vacancy for an experienced accountant. Preparation of the six monthly financial accounts for the firm's UK and overseas offices will be the prime function, with support being provided on a range of ancillary duties.

Candidates are likely to be aged 27 to 45, and have 4-5 years experience of preparing financial accounts to T.B. with recent direct responsibility for their completion. Ability to use a P.C. for spreadsheets would be an advantage.

The ability to deal with partners' personal matters, establishing their trust and confidence through accuracy of work and personality is more important than formal accountancy qualifications.

Please telephone for a career summary form (01-480 7766) or write with your curriculum vitae in complete confidence to Peter Willingham, Ref: LM81/1, Spicer and Pegler Associates, Executive Selection, Friary Court, 65 Crutched Friars, London EC3N 2NP.



**Spicer and Pegler Associates**

Management Services

## Accountants for Industry

We specialise in recruitment for the UK engineering and computing industries. We have a steady flow of jobs from among the 5,000 companies for whom we recruit. If you have experience and relevant qualifications. We have a selection of vacancies at all levels of seniority. Contact us now if you are seeking a position as either:

**FINANCIAL CONTROLLER - SYSTEMS ACCOUNTANT  
MANAGEMENT ACCOUNTANT - INTERNAL AUDITOR  
PROJECT ACCOUNTANT - COST ACCOUNTANT  
MANAGEMENT CONSULTANT**

Telephone now, or return the coupon below for an application form Salaries from £8,000 to £25,000 pa.

**01-808 3050 (24 hours)**

**CAPITAL APPOINTMENTS LTD, FREEPOST, LONDON, N17 0BR**

Please register me for a position as

NAME

ADDRESS

## Marketing Accountant

GULF

Our client, a diversified multinational trading company based in the Gulf, seeks a young part or fully qualified accountant of graduate status with some experience of working in the Middle East.

Identify aged 25-30, you will have the ability to explore the wider aspects of business in a challenging and demanding environment. Basic pay to £18K + benefits.

Applicants should contact Philip Price ACA on 01-531 0431 at Michael Page International, (Recruitment Consultants), 39-41 Parker Street, London WC2B 5LH, Ref: 1055.

## JUNIOR BOOK-KEEPER

We are an international news agency who are looking for a book-keeper who would enjoy working in a congenial environment. If you can handle all aspects of accounting arithmetically as part of a small friendly team.

Please call Mr T. A. Wainwright, Press International, 07-555 6763. Salary subject to negotiation.



# FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

## Tax Manager

**To £35K**  
Our client, a major international firm of accountants, seeks experienced tax personnel to join its rapidly expanding Scottish tax practice. Exceptional career opportunities are available for successful candidates. Please send a detailed C.V.

## Management Consultancy

**Edinburgh Neg. to £25K + Car.**  
Our client has opportunities for experts in corporate finance, computer systems and financial systems. Relevant experience can come from industry, profession, banking, consultancy and other areas. Age 25-35.

## SCOTLAND



## Accounting Staff Appointments

International Recruitment Consultants

## Merchant Banking

**Edinburgh/Glasgow Neg. to £25K +**  
There are two opportunities, one at director level and the other at senior executive level. Both call for prior experience in corporate finance, preferably in banking (but possibly in the legal or accountancy professions). The age preferences are mid 30's and late 20's respectively.

## Corporate Finance

**Edinburgh £Neg.**  
There are two openings, one in a commercial group, the other with a clearing bank, for young ACAs with strong academic and professional track records to make a start in the world of finance.

63 George Street  
Edinburgh EH2 2JG. 031-226 6222.

6/8 Sackville Street  
London W1X 2BR. 01-439 1771.

## Package in excess of £20,000 (including car) - rising to £25,000 after 2 years

Financial Training, the leading training specialists in the financial sector, wishes to meet young chartered accountants who are interested in improving their technical knowledge, communication skills and career prospects.

You don't have to be a prize-winner to apply - personality and enthusiasm are the essential qualities. Whether you are working in practice or industry you should consider this stimulating prospect. No lecturing experience is necessary - we will train you.

Please contact Jock Worsley or Jeremy Kom on 01-960 4421 or write to 136/142 Bramley Road, London W10 6SR.



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LIVERPOOL · MANCHESTER · NEWCASTLE · SOUTHAMPTON · SHEFFIELD

## Financial Management Consultancy

West/East Midlands

£18-30,000 + Car

A career within the fast expanding area of Management Consultancy is an option which you may never have previously considered. Perhaps it is time you did.

Superb opportunities exist within several of the major firms in Birmingham, Leicester and Nottingham for top-calibre Qualified Accountants, aged 26-35.

Our clients are interested in candidates with a strong academic background, an outstanding track record in industry or the profession to date and highly developed interpersonal skills.

In return you can expect early exposure to an infinite range of commercial problems across a broad spectrum of business sectors. You can expect to be challenged, stretched and tested as never before.

You can also expect to be generously remunerated.

If you think you can meet the demands of Management Consultancy and are interested in learning more, contact Dean Gollings, on 021-643 6255 or write to Bennetts Court, 6 Bennetts Hill, Birmingham B2 5ST, quoting ref. B6194.



Michael Page Partnership

International Recruitment Consultants

London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney

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## Corporate Finance

Leading U.S. Bank

Our client is a large, well established and respected U.S. International Bank with a long and successful connection in the U.K.

The Bank has become increasingly active in corporate finance in recent years and now wishes to strengthen an established team by the recruitment of a Senior Corporate Financier who will assist in the team's development particularly in the field of Equity Issues on the London Stock Exchange.

The successful applicant will have had several years' experience in a stockbroking firm or a merchant bank, be in his/her early thirties and able to demonstrate excellent business development abilities and technical skills. The Bank will offer a very generous financial package.

Interested applicants should write, enclosing a detailed curriculum vitae, to Neal Wyman B.Sc. A.C.A., Manager - Corporate Finance Division, 39/41 Parker Street, London WC2B 5LH or telephone him on 01-404 5751, quoting ref. 6432.



Michael Page City

International Recruitment Consultants - London Brussels New York Sydney  
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## FINANCIAL RECRUITMENT CONSULTANTS

ACA's/ACMA/ACCA/ACIS London

from c. £18,000 + Benefits + Car Scheme + Profit Share

Since 1970 Douglas Llambras Associates Limited has set the highest standards in the field of financial and management recruitment consultancy. Our expansion and development plans have created the need for further consultants who combine formal qualification with first class communication skills, marketing ability, an outgoing mature personality and management potential.

If you are an accountant who seeks to use but build on your accountancy knowledge outside of formal finance functions, then we can offer a fast route to a rewarding and satisfying career. You provide the enthusiasm - we'll provide the training.

If you are interested, send us your C.V. or telephone George Ormrod B.A. (Oxon) or Trevor Atkinson F.C.A. at our London office quoting reference No. 5779.

410 Strand, London WC2R 0NS. Tel: 01-836 9501  
163a Bath Street, Glasgow G2 4SQ. Tel: 041-226 3101  
India Buildings, Water Street, Liverpool L2 0RA. Tel: 051-227 1412  
113/115 George Street, Edinburgh EH2 4BN. Tel: 031-225 7744  
Brook House, 77 Fountain Street  
Manchester M2 2EE. Tel: 061-236 1553

DOUGLAS LLAMBRAS  
Douglas Llambras Associates Limited  
Accountancy & Management  
Recruitment Consultants



## UK Marketing

£17-20,000 + benefits

We are acting for a substantial European bank with an established, rapidly expanding London presence. The existing client base includes a number of major UK companies and the subsidiaries of foreign multinationals. Their corporate banking group is fully responsible for business development and completing transactions, encompassing a wide range of commercial and investment banking products.

The growth of this department has created the need for an additional relationship manager. In their mid-late 20's, candidates will be graduates, with formal credit training, 2-3 years marketing experience and a proven track record in successfully negotiating and structuring a variety of transactions. A strong personality and the ability to develop new business are essential.

If you would like the opportunity to join a bank heavily committed to increasing its market share, contact Christopher Smith or Andrew Stewart on 01-404 5751, or write, enclosing a comprehensive c.v., quoting ref 3575, to 39-41 Parker Street, London WC2B 5LH.



Michael Page City

International Recruitment Consultants - London Brussels New York Sydney  
A member of the Addison Page PLC group

## Financial Management

- Retail -

West Yorks

c.£14-22,000 + Car

★ Financial Appraisal ★ Systems Development ★ Business Planning ★ Management Accounting

Our client is a household-name retail group with a turnover approaching £2bn.

They are currently undergoing a major re-organisation within the finance and data processing function which is designed to improve the quality of the financial control, management reporting and financial awareness within the business. The immediate requirements are for 4 high-calibre accountants to make a significant impact in the areas outlined above, but these are essentially career appointments with outstanding opportunities for progression into both financial and general management positions.

Candidates, aged 25-32, should be qualified accountants, of graduate intellect, who can demonstrate above average communicative skills, coupled with a high degree of energy, commitment and innovative ability.

Relocation facilities available where appropriate. Interested applicants should write to Alan Dickinson or Stephen Broadhurst, quoting ref. 7021, at Michael Page Partnership, 13/14 Park Place, Leeds LS1 2SJ. Tel: 0532 450212.



Michael Page Partnership

International Recruitment Consultants

London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney  
A member of the Addison Page PLC group

## Management Consultancy

London

£20,000 to £30,000 + car

For a major consulting practice enjoying strong demand for its services in both industrial and financial sectors. As a firm it encourages and rewards excellence and provides various courses to develop consultants inter-personal, managerial and technical skills.

Assignments are varied, including financial management and profit planning and analysis studies, systems development and implementation, financial appraisals, financial modelling, investigations and feasibility studies.

You will be innovative, self-motivated and keen to capitalise upon your experience and to progress your career rapidly in a creative and stimulating environment.

Résumés including salary history and a daytime telephone number to Barrie S. Grossman BA (Econ) FCA, REF: 3018T.

Horvyn Hughes  
Alexander Hic  
(International) Ltd.  
Management Recruitment Consultants



37 Golden Square,  
London W1R 4AN.  
01-434 4091

## COMPUTER AUDIT PROFESSIONALS

Age 25-38

City of London

Neg. to £25,000 + car

Exceptional opportunities exist to join a major international firm of Chartered Accountants and Consultants which is re-shaping its computer audit activities. Our client is in the forefront of progressive thinking in the computer audit field and wishes to recruit a number of experienced computer audit professionals from the external and internal audit community.

**COMPUTER AUDIT MANAGERS** - to manage the provision of computer audit and advisory services to a portfolio of clients (neg. to £25K + car).

**AUDIT SOFTWARE MANAGER** - to establish and maintain a team of audit software specialists involved in feasibility studies and the design and implementation of applications (neg. to £22K + car).

**AUDIT SOFTWARE SPECIALISTS** - to develop and implement audit software on client assignments (neg. to £15K).

These positions require either a data processing or accounting background, plus the ability to work under pressure and to be part of a highly qualified team.

Career progression opportunities are excellent and exist up to and including partner level.

For more information, please contact George Ormrod B.A. (Oxon) or Stephen Hackett B.A. (Oxon) on 01-836 9501 or write with your C.V. to Douglas Llambras Associates Limited at our London address quoting reference No. 5762.

410 Strand, London WC2R 0NS. Tel: 01-836 9501  
163a Bath Street, Glasgow G2 4SQ. Tel: 041-226 3101  
India Buildings, Water Street, Liverpool L2 0RA. Tel: 051-227 1412  
113/115 George Street, Edinburgh EH2 4BN. Tel: 031-225 7744  
Brook House, 77 Fountain Street  
Manchester M2 2EE. Tel: 061-236 1553

DOUGLAS LLAMBRAS  
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# FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

MONITORING AN IMPORTANT  
GOVERNMENT-OWNED  
MANUFACTURING  
ORGANISATION

MANAGEMENT REVIEW  
OF A MAJOR COMPANY  
PRIOR TO FLOTATION

'ANALYSIS OF THE  
BUSINESS REQUIREMENTS  
OF A PRODUCTION AND  
DISTRIBUTION GROUP

REVIEW OF  
ACCOUNTING SOFTWARE  
FOR A COMPUTER  
MANUFACTURER

## "WOULDN'T YOU FEEL A SENSE OF ACHIEVEMENT IF YOU'D SUCCESSFULLY CARRIED OUT THESE ASSIGNMENTS IN THE PAST YEAR?"

RODNEY SLEE

Rodney Slee is an FCA. He has held various financial appointments in industry and commerce both in the UK and in the Middle East. In 1984 he joined Touche Ross because he felt convinced that Management Consultancy held a wider, more intellectual challenge than was perhaps available in a pure accountancy practice. He was right.

In the past year he has been successfully involved in a range of assignments, including those above, where he found the complex problem solving work to be important,

demanding, and even a little daunting at times. In return came an overwhelming sense of purpose and achievement, and a diverse involvement in business life that many people can only envy.

If your specialisation includes economics, accountancy, engineering, marketing, or personnel, take a closer look at management consultancy in general and Touche Ross in particular.

Let's find out together if we can be partners in business.

The first step is to write, with full CV, outlining why you feel you're worth up to £30,000 plus a car, to: Michael Hurton, (Reference 2327), Touche Ross & Co., Management Consultants, Hill House, 1 Little New Street, London EC4A 3TR. Telephone 01-353 8011.

**Touche Ross**  
Management Consultants

## Michael Page Partnership Recruitment Consultants

Michael Page Partnership was established in 1976 with the sole aim of becoming the most professional and effective consultancy in financial recruitment. Our unrivalled expansion leading to a USM quotation in 1983 is clear evidence of our success to date.

Continuing growth in the demand for our services has created the need to expand our consultancy teams throughout the UK.

Our consultants are expected to attain the highest professional standards in a highly competitive commercial "market place". In addition to a relevant accountancy back-

ground and/or a successful track record in executive recruitment, candidates will require superior inter-personal skills and a willingness to provide the level of commitment essential for sustained success.

In return we offer exceptional opportunities for genuinely accelerated career progression and a remuneration package geared to the reward of commitment and ability. Please write in the first instance to Richard Robinson ACMA, Managing Director, Michael Page UK Ltd, 39-41 Parker Street, London WC2B 5LH. (Tel: 01-831 2000).



**Michael Page Partnership**

International Recruitment Consultants  
London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney  
A member of the Addison Page PLC group

## CITY BANKING OPPORTUNITIES

**Corporate Finance** c£20,000  
Prestigious merchant bank seeks a graduate ACA to develop a career in all aspects of loans, syndications, acceptances etc. Enthusiasm and ambition will be amply rewarded.  
Ref: NM1738.

**Senior Credit Analyst** c£14,000  
US investment bank is recruiting a graduate with either experience or a good knowledge of credit related activities. The work will be concerned initially with treasury credit proposals and documentations.  
Ref: NM1750.

**Account Executive** c£20,000  
Leading international bank wishes to recruit banking professionals to manage portfolios of corporate account relationships. Possessing credit training and a detailed knowledge of banking products, this could be an excellent career move.  
Ref: NM1740.

**Trainee FRN Trader** £neg  
An established European bank seeks a young trainee FRN trader with a year's experience in FRN to develop expertise with a high professional team of Eurobond traders.  
Ref: NM1760.

Write or telephone Nicolas Mabin, Regional Manager.



**Management Personnel**

Recruitment Selection & Search

2 Swallow Place, London W1R 7AA.

Telephone: 01-408 1694 (out of hours 01-809 2783)

## Help wanted to feather nests

up to £25,000 **Tax Specialists**

"The art of taxation is so to pluck the goose that the maximum number of feathers are obtained with the minimum amount of hissing".

John Colbert 1865

Colbert's statement still rings true today, thus there is a great demand for tax specialists who can keep the plucking to a minimum.

If you have good specialist tax knowledge (personal or corporate), your services will be in high demand. But this pleasant situation presents problems. You need to ensure that a move will enhance your experience, enable career development and bring appreciation for your personal style.

Candidates vary in their skills, objectives and personalities. Our philosophy as recruitment specialists is to view every candidate as an individual. We take time to find out about your specific requirements and to give free and unbiased career advice.

We will be pleased to tell you about the spectrum of appointments we are handling and their suitability for you. They range across both the profession and commerce and are mainly in the £9,000-£25,000 salary bracket. They will be of interest to those who have recently made the decision to specialise or those whose tax careers are already developing well.

An informal career discussion can be arranged by simply phoning Paul Carrozzo ACA or Carrie Andrews ACA on 01-242 6633 or send us brief details of your career to date at Macmillan Davies, Kingsbourne House, 229/231 High Holborn, London WC1V 7DA.

**Macmillan Davies**  
ACCOUNTANCY & FINANCE



## BADENOCH & CLARK

### CORPORATE FINANCE

£16,500-£35,000 + substantial benefits  
We are acting on behalf of a number of clients who include some of the City's most successful Merchant Banks and Stockbrokers. As a result of continuing expansion and development of their corporate services, they seek additional Executives and Managers to join their Corporate Finance departments.

At executive level, we welcome applications from Solicitors or Chartered Accountants, aged up to 32, who are keen to make a career move. Experience of corporate finance related matters from a practice standpoint, while an obvious advantage, is not essential but candidates will be expected to demonstrate an appreciation of the nature of the work involved.

For the Managerial positions, experience within a financial institution of mergers/acquisitions and/or new issues work is essential.  
Contact Robert Digby or Judith Farnes.

### LLOYDS SPECIALISTS

To £25,000 + Car  
A prestigious national accountancy practice with considerable involvement in the Lloyd's market, has identified a need to strengthen their presence in this area.

To this end they are seeking to recruit qualified ACAs with experience of Lloyd's syndicates to join them at levels ranging from senior to senior manager. Successful candidates, who will probably be working either within a syndicate or similar environment, can look forward to a rewarding career in this thriving firm.  
Contact Colin Redden or John Vines.

### TAXATION CONSULTANTS

£15,000-£25,000 + Car

On behalf of several of our clients, who include international firms of Chartered Accountants, City based Solicitors, multinational Commercial organisations, and prestigious Merchant Banks, we are actively recruiting dynamic young candidates with sound academic records and substantial experience in the taxation field. There are challenging opportunities in both personal and corporate tax, with vacancies in specialist departments for individuals with expertise in personal financial planning, executive remuneration, investigations, corporate advisory work, VAT and international tax.

Applicants must be of the highest calibre, with good degrees, professional qualifications (ACA/ATU/ Solicitors), well-developed communication skills and the ambition, determination and enthusiasm to succeed in competitive, fast moving environments.  
Contact Thelma Burridge or Rachel Calow.

### FINANCIAL ANALYSTS

To £20,000

A number of our clients are currently seeking young high calibre candidates to fulfil challenging roles in the competitive multinational environment. The ideal candidates, qualified Accountants in their mid 20s, preferably but not essentially with a proven background in investigations and analysis work, will be involved in advising front line management on a variety of major financial issues.  
Contact Judith Calow.

Financial Recruitment Specialists  
16-18 New Bridge St, London EC4V 6AU  
Telephone 01-583 0073

### FINANCIAL ACCOUNTANT

£17,000 + car

A major international oil company currently seeks a young graduate ACA/ACMA with at least two years post-qualifying experience. Reporting to the Accounts Manager, your varied responsibilities will include supervising the financial accounts section, and especially a strong systems development role. Computer knowledge is vital, as is man-management ability. The long-term prospects within this environment are outstanding.

### ACCOUNTANT

£16,000 + car + benefits

This well-known publishing company, has an interesting vacancy for a qualified ACA, possibly looking for their first move.

Working closely with the Group Chief Accountant you will be involved in all aspects of financial accounting, including considerable planning and budgeting. Frequent liaison with management, and some overseas travel are other aspects of the position. The vacancy offers an exciting opportunity to a newly qualified accountant, in terms of experience and responsibilities.

### SENIOR FINANCIAL ACCOUNTANT

£15,000 + bonus

As a result of internal promotion, a position has arisen for a qualified ACA/ACMA aged 24-28 within a multi-national manufacturing company. Responsibilities will include timely production of financial reports, general ledger and asset ledger review and all aspects of financial accounting including supervision of a small team.

The ideal candidate will have up to 1 years post qualification experience in a similar role, preferably within a large organisation. A full benefits package is offered with this position, and it is envisaged that the incumbent will take up the role of Accounting Manager in the short to medium term.

Please contact Fiona Croll or Ann Cowell on 01-629-7262 for more details about the above positions.

**ACCOUNTANCY APPOINTMENTS**  
7 PRINCES STREET, W1. 01-629 7262

## Financial Accounting Manager

Package up to £15,000 + car Herts

My client, a name synonymous with beers and lagers of the very highest quality, has achieved national success in the competitive alcoholic beverages market through clear strategic thinking and efficient financial control.

Based in a highly desirable town in West Hertfordshire and reporting directly to the Company Financial Controller, you'll be responsible amongst other things for the overall integrity of data within the nominal and subsidiary ledgers of both the retail and wholesale sides of the business. With company assets of around £32 million and a Financial Department of 40, of which you will be responsible for approximately half this is an excellent career opportunity for a fully qualified accountant or finalist.

It's also a position which will appeal to an alert highly ambitious professional who's unlikely to be younger than mid-20s and who wishes to realise his or her potential in a fast-moving, competitive environment.

Your man-management skills and mature outlook will be vital whilst you'll definitely need to be familiar with both personal and mainframe computerised accounting systems as the accounts function is fully computerised. Previous experience within a similar industry would be a distinct advantage.

So if you're looking for the sort of challenge where your self-motivation and ability to succeed is paramount, in an environment where progression is linked directly to individual performance, our client would like to meet you.

Relocation assistance will be given where appropriate.

In the first instance forward your full CV to the Confidential Reply Supervisor, Ref: SK03, Macmillan Davies & Howard, The Old Vault, Parliament Square, Hertford, Herts. SG14 1PU.

**Macmillan Davies & Howard**  
THE ADVERTISING AGENCY



## Kimberly-Clark

The Service and Industrial Division is an extremely successful business operation within Kimberly-Clark Limited and has established an increasingly strong presence in its specialised markets for non-woven and paper disposable and limited life products.

## Young Financial Analyst

Mid Kent Up to £12,000

We are looking for a young Financial Analyst probably aged around 23/27 who will join an existing team and take individual responsibility for providing support to Divisional Management especially in respect of marketing projects. This will involve the analysis of financial and commercial data, preparation of Quarterly Plans, Annual Budgets and longer term plans and product costing, pricing and investment appraisal.

Candidates must possess sound educational achievements to degree/MBA level with a business or financial specialism and 12 years exposure in commerce or industry. Candidates must be capable of rapid career development which will not necessarily be within the financial function.

The appointment is based in mid-Kent and full relocation assistance will be given where appropriate.

Brief but comprehensive career details in: New Appointments Group, Personnel & Selection Consultants, 5 Park Road, Sittingbourne, Kent. ME10 1DR. Telephone: (0795) 75431.

**nog New Appointments Group**  
Personnel Consultants

## ACCOUNTS ASSISTANT

A vacancy exists for an Accounts Assistant to work in the busy administration office of a subsidiary of Europe's largest Printing and Communications Group, situated on the Western Avenue, Park Royal.

Successful candidate will have bookkeeping experience up to trial balance and will be able to demonstrate his/her numeracy by being able to produce accurate work quickly. Additionally, the job requires all round clerical experience, including typing skills. Familiarity with a word processor is a distinct advantage.

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## HORIZONS

A guide to  
career development

## Leaping that great divide

What is the point of an arts degree? Why spend three years learning philosophy or old French, then go off to manage a bank? The most convincing answer was suggested by Matthew Arnold 100 years ago: "Getting to know, on all that most concerns us, the best that has been thought and said in the world... Turning a stream of fresh and free thought upon our stock notions and thoughts, which we now follow stanchly and mechanically."

If a degree course does that, it certainly has its value. Matthew Arnold went on to draw the vital distinction between learning to think and learning to do. "Now and for us it is a time to praise knowing," he wrote, "for we have over-valued doing."

"Now and for us" meant Victorian merchants and iron-masters, ransacking the globe for profit and the flag. Certainly his arguments had a powerful effect; since his day our education system has galloped after pure knowledge to the point where our incapacity for action has become a world joke. Yet Arnold himself warned against precisely this: the shades of the moral feebleness of the late Roman world, waiting for the barbarians to jump over the wall (an outlook not unknown in college today).

The fact is that learning and doing use different mental muscles and require different qualities and different skills. The fault of our system is that 15 years are spent acquiring knowledge before the real action begins. There is a great gulf to be crossed at the age of 18 or 21 and too many get stuck in the middle.

## The general skills of getting things done

Can higher education do anything about this? Can practical ability actually be learnt? To have any hope of answering these questions it is first essential to examine what lies behind successful activity - the skills and qualities that distinguish an able man or woman from a dud.

This question has hardly been asked in recent years. The best evaluation is still Aristotle's, who comes out with a set of qualities which include motivation, reasoning ability, technical skills, moral qualities and "practical wisdom", or in modern trainer's jargon, "process skill". The first three of these are fairly obvious: the last two are unknown quantities in education, even though they are keys to the rest.

Process skill is a dreary and misleading term for a vital part of working life. It means the generalized skills of getting things done: planning, organizing, leading, persuading, listening, co-operating and many others. What is crucial about these is that any

## Why can't colleges bridge the gap between learning and doing, wonders Max Taylor

successful activity depends on them; the best banker or logic designer in the world is useless unless he or she can plan and communicate.

What is more, these skills can be taught: officers have been trained in leadership for centuries; management training has dealt with process skills as a distinct subject for more than 30 years.

What students need as an essential part of their education is some knowledge of their own practical abilities. Generally they know all about their thinking skills, but their capacity for action is a closed book. This is a serious block in the process of choosing a career, although one that training (combined with self-assessment) can fairly easily overcome.

Max Taylor: a great gulf in the educational system

It may seem equally unfamiliar to be talking about moral development. Until 100 years ago there was no argument about its place in higher education. Universities were Christian institutions and moral development played as important a part as it still does in Islamic (or even Communist) universities. When religion waned there were plenty of philosophers around to preach that morality means doing whatever you fancy.

The trouble is, without a range of moral qualities, you cannot actually

do what you fancy; you merely flop. Qualities such as determination and enterprise are needed by effective sinners as much as saints. Essentially, these "virtues" consist of a sort of emotional habit - having the right feeling at the right time. A brave soldier is one who, when he is shot at, feels professional pride more strongly than fear.

This point needs to be grasped when one comes to look at the softer virtues, like kindness and sympathy. At first sight they have little to do with success - ruthlessness is much more the ticket. But if you have the habit of sympathy you will in turn be liked. If, on the other hand, you develop the habit of trampling on other people's feelings, you will soon stub your toes on very practical problems.

It is a matter of balance. You may need to behave on occasion in a way that appears ruthless. The rest sets in when you start to enjoy that aura.

Moral qualities cannot be taught, but they can be developed in the right training environment. Once again, armies have been doing it for thousands of years. It can be a teach-yourself activity, building up habits one step at a time, like working towards the top diving board, and using skill to encourage yourself, somewhat like whistling in the dark.

If higher education is to do its job properly, it must at least take some responsibility for its effects. Too often it is seen as the home of moral flabbiness.

To find where the better kind of approach is made, you have to look

## Some universities run leadership courses

hard. You are more likely to find it in parts of the Youth Training Scheme - "personal effectiveness" is meant to be one of the outcomes.

One or two universities run courses in leadership, which is at least a step in the right direction, although it is probably the wrong skill to kick off with. And even here if you ask who gets this training you will be told, "Oh, engineers and such - but not the intelligent ones, of course." In fact the link between high intelligence and practical ability is pretty tenuous: dons do not always make action people.

I am not arguing for bloody revolution on the campus. All that is needed is a few weeks on the development of skills, the inclusion of a few testing activities which are not purely intellectual.

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## PUBLIC APPOINTMENTS Trade 01-278 9161/5

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The Council and its Festival Company are taking the lead in preparation for 1990. A Core Team has been established to bring together the disciplines needed to progress quickly across a wide span of issues. The Council is now seeking to appoint someone with the necessary experience and qualities to lead the work of the Core Team and take day to day responsibility for co-ordination of the Council's work programme. The postholder will report directly to the Chief Executive. This is the first of three appointments to be made. A Festival Director and Marketing Manager will be recruited by the Festival Company by April 1986.

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The Director of Personnel and Management Services, Alden House, Tynegate Precinct, Gateshead, NE8 3EL (Telephone 091 477 0812).

The closing date for applications is Wednesday 20th November 1985. We are an equal opportunities employer and welcome applications from candidates of any age, disability, marital status, race or sex.

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